

LEATHER *and* SHOES

The International Shoe and Leather Weekly

TECHNOLOGY DEPT.

*As advertised to retailers in
Boot and Shoe Recorder
Creative Footwear*

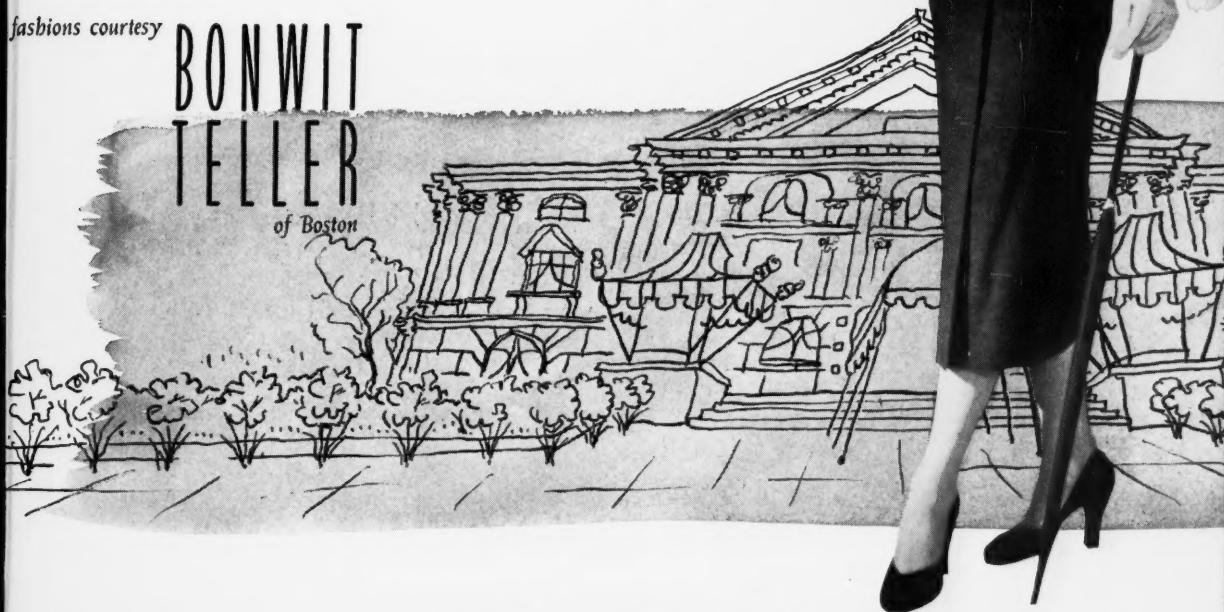
PUBLIC LIBRARY
DEC 6 1950
DETROIT

Smartly dressed and smartly shod,
carefree and confident . . .

some of her assurance comes from an unseen component
that a fashion-wise, value-wise manufacturer
built into her shoes. Unknown to her,
resilient Darex insoles provide a cushiony comfort
at every step . . . and a firmness that
preserves smart lasting lines
for the life of the shoe.

fashions courtesy

BONWIT
TELLER
of Boston



Dewey and Almy Chemical Company

DAREX REG. U. S. PAT. OFF.

Cambridge 40, Massachusetts • Montreal 32, Canada



**THERE'S MUCH GREATER
PROTECTION HERE FOR
WHAT YOU VALUE...**

A MODERN bank vault is about the nearest thing to
perfect protection.

SECURITY REQUIRES STRENGTH

Maintaining production in times marked by uncer-
tainties is most often the result of long-scheduled
planning. Operating heads put their trust in suppliers
with strength and long experience. They know the
best security for getting work done right and deliv-
eries on schedule is to deal with the safest place.

ACMETEX*

The best lining stock
for quarters, socks and vamps.

PERFRITE*

The original, non-fraying woven material
for reinforcing perforated and cut-out shoes.

NUBAK*

The new synthetic backing cloth
that can be stocked safely
for use ahead.

*Reg.

In backing,
the safest
supply is

ABC

BACKING CORPORATION

**HADLEY & MULLANPHY STS.
ST. LOUIS 6, MO.**

Division of

**ACME BACKING
CORPORATION
BROOKLYN 6, N.Y.**



SHIPPING

is hard on the feet too!

(but Celastic* gives wrinkle-free comfort in heavy service)

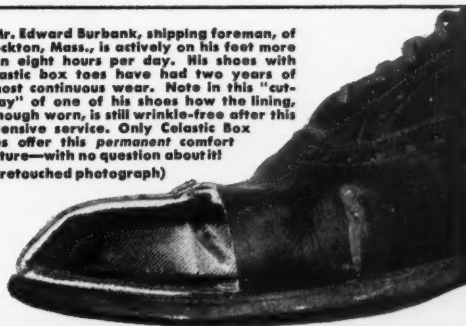
Everyone knows that a busy shipping department foreman is on the go most of the day. People who make a living on their feet need the maximum comfort that the Celastic box toe provides day in and day out — for the wear life of the shoe.

Celastic eliminates the major cause of discomfort in the toe area — wrinkled or loose linings. It is accomplished by a unique fusion process whereby lining, box toe and doubler become one, locked-tight union. Specify Celastic in the shoes you make — get the repeat business that comfort assures.

UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

Mr. Edward Burbank, shipping foreman, of Brockton, Mass., is actively on his feet more than eight hours per day. His shoes with Celastic box toes have had two years of almost continuous wear. Note in this "cut-away" of one of his shoes how the lining, although worn, is still wrinkle-free after this extensive service. Only Celastic Box Toes offer this permanent comfort feature—with no question about it! (Unretouched photograph)



*"CELASTIC" is a registered trademark of the Celastic Corporation

LETTERS TO

L&S

This column invites the opinions of all L&S readers.

Pardon The Whiskers

On page 87 of your November 4th issue you have a photo of a distinguished gentleman with pronounced sideburns. It is captioned A. B. Reed, president of the National Hide Association. Though I am president of the NHA, I swear there's no resemblance between the be-whiskered gentleman and myself.

When you published the photo I received many inquiries from friends, some offering to send safety razors if I desired to disclose my actual appearance by removing the whiskers. In answer to these inquiries I stated that they evidently did not appreciate what changes could be brought about in a man's appearance as well as other personal benefits, after taking a couple of bottles of Hadacol.

However, by the time the NHA meets again in Kansas City next May, this picture may be a good likeness of its president.

A. B. REED

A. B. Reed Hide & Wool Co.
Joplin, Mo.

(Sorry, our boner. But after a hectic week of covering three national conventions—Hide Association, Tanners Convention, and National Shoe Fair—plus taking over 200 pictures and almost as many pages of notes, the wonder is that the editors didn't come up with a picture of Abe Lincoln or Whistler's Mother. Editor.)

Down To Sick Roots

Too many styles! Now you're getting to one of the sick roots of shoe business. Your Nov. 25th editorial, "Razzle-Dazzle Of Too Many Styles," is a fine piece of diagnosis. An iron-clad law of the window-display business is: Don't clutter the window with so much stuff that the viewer is confused. Shoe business had better learn the same rule—stop overwhelming and confusing consumers with a barrage of new styles. Fewer styles more carefully selected and more strongly promoted would save waste and make more money.

ARTHUR RUBERG

Cincinnati



LEATHER and SHOES

ESTABLISHED 1890

Vol. 120

December 2, 1950

No. 23

IN THIS ISSUE

FEATURES

| | |
|--|----|
| ANALYSIS OF SHOE BOTTOM FILLERS, By Joseph R. Kanagy | 8 |
| FEDERAL LEATHER SPECIFICATIONS, By Dr. Robert B. Hobbs | 10 |
| PHYSICAL TESTING ON LEATHER, By William T. Roddy... | 12 |
| CHROME TANNING, By Dr. E. R. Theis..... | 15 |
| SYNTHETIC TANNAGES, By Dr. S. J. Kennedy..... | 16 |
| NEW DEVELOPMENTS..... | 18 |

THE NEWS

REPORT ON POPULAR PRICE SHOE SHOW
ARGENTINE HIDE PRICES STILL RISING
DEPARTMENT STORE SHOE INVENTORIES UP
RFC CALLS PINE GROVE TANNERY PRICE EXCESSIVE
COUNCIL ASKS ACTION ON LEATHER IMITATIONS

Copyright 1950

THE STAFF

PUBLISHER
Elmer J. Rumpf
EDITOR AND ASST PUBLISHER
William A. Rossi
NEWS AND MARKET EDITOR
Irving B. Roberts
PRODUCTION MANAGER
Paul C. Tedford
CIRCULATION MANAGER
June Mason

HEADQUARTERS

THE RUMPF PUBLISHING CO.
300 W. ADAMS ST., CHICAGO 6, ILL.
PHONE—CENTRAL 6-9353

EDITORIAL OFFICE

10 HIGH ST., BOSTON 10, MASS.
PHONE—LIBERTY 2-4652

BRANCH OFFICES

BOSTON 10, MASS.—Frederick G. Moynahan, George G. Dunning, 10 High St., Liberty 2-4652 • NEW YORK 7, N. Y.—Cardwell E. Belding, 20 Vesey St., Barclay 7-8783 • PHILADELPHIA 40, PA.—Cardwell E. Belding, 6008 Jefferson St., Greenwood 7-6785 • CINCINNATI 2, OHIO—Robert O. Bardon, 529 Sycamore St., Main 6662 • ST. LOUIS 7, MO.—William Creahan, 3028a N. 21st St., Central 3494 • GREAT BRITAIN, AND EUROPE—J. B. Tratsart Ltd., 5 London St., London, W. 2, Paddington 5946 • SWEDEN & NORWAY—Nils Haraldson, Drottninggaten, 2, Orebro, Sweden, Orebro 13027.

MEMBER: Audit Bureau of Circulations

LEATHER and SHOES, The International Shoe and Leather Weekly, published weekly (one additional issue during December). Copyright, 1950, by The Rumpf Publishing Co., 300 West Adams St., Chicago 6, Ill. Cable address: HIDELEATH. Subscription price: United States, \$5.00; Canada, \$6.00; Foreign, \$7.00. Single copies, 15c; back copies, 30c. Entered as second class matter Jan. 19, 1948, at Chicago, Ill., under Act of March 3, 1879. Additional entry at Boston. NOTICE TO SUBSCRIBERS: If you change your address, please notify us immediately. If you fail to do so, the Post Office will forward only two issues to a new location together with form 22-S, which should be sent us promptly. After that copies will be returned undelivered.

LEATHER and SHOES

December 2, 1950

FORECAST FOR '51

We are now polling some 2,000 top-level shoe and leather industry executives about their opinions and plans for 1951.

These inquiries are going to all branches of shoe manufacturing, tanners, shoe distributors, chains, retailers, department stores, stylemen and designers, hide and skin dealers, manufacturers of supplies and materials and equipment for the industry. Washington is being covered for a special report on military shoe and leather procurement plans. Leaders of industry labor unions will report their programs for '51. Officials of major trade associations will reveal their organization plans.

Here will be the most thorough composite picture of the industry's outlook for 1951. Questions will deal with production, sales, costs, profits, prices, government controls, supplies, etc.

Is a "forecast" of any practical value?

As men think, so they plan. And as they plan, so they act.

Thus, the thinking and plans expressed by these 2,000 top-level executives in all branches, will serve as an advance guide to shoe and leather industry action during the coming year.

If you have a product or service to sell to the shoe and leather industry, plan now to prepare your advertising story to reach these important industry executives in our "Forecast For '51" issue, to be published December 20.



NEGATIVE VERSUS POSITIVE SELLING

Tanners should absorb the lesson, then start practicing the art

Very recently the Tanners' Council voiced a complaint against "misrepresentative" advertising by producers of imitation leathers or substitutes. As an example, it cited an imitation leather material advertised as "Top Grain Nuskinne." Such efforts to cash in on the mass acceptance of leather via "misrepresentation" is unethical, states the Council, which suggests that these activities be brought to the attention of such public agencies as the Federal Trade Commission and Better Business Bureaus "for the protection of the public." The Council also calls for an industry "vigilance, policing and checking of misrepresentation."

This, in our opinion, is an attempt to put out a bonfire with a mouthful of spittle. It will serve to quench only an infinitesimal area while the body of the fire continues to rage and glow unimpeded.

All Leathers Besieged

Practically no branch of the leather business today is free from aggressive competition by synthetic or substitute materials. Everyone is, of course, familiar with what happened to the sole leather branch. The upholstery, belting and industrial leather branches have had substantial bites eaten out of their "traditional" markets. The luggage and leather goods field has also felt the brunt of the commercial attack. Neolite, for example, has recently entered this field, and many amazingly leather-like products are being produced. In fact, it might well be that some day this branch may become known as the "luggage and plastics goods" field. Innersoles, counters and heels—once "traditional" leather markets—find non-leather materials well entrenched.

What remains? The huge, once-impregnable fortress of the upper leather branch. Because this market

L and S Editorial

Reprints available at nominal costs:

Up to 100, 10c each; 200-500, 5c each;

1000-3000, 2½c each; 5000 or over,

1½c each.

is so large and lucrative, a mounting effort of competition is being launched by non-leather materials which the leather industry foolhardily insists upon calling "substitutes." Already substantial bites have been nibbled into the lower-priced shoe field by "imitation" leather materials—synthetic suede, calf, side, kid, reptiles, etc. The movement continues to spread up into higher-priced lines. For example, Neolite soles have now for the first time gone into women's \$16.95 lines. Similar though at present less spectacular progress is being made into the upper leather field.

The inherent weakness in the Council's suggestion to call upon the aid of such public agencies as the Federal Trade Commission and Better Business Bureaus is simply this: by such action you can reduce or stop misrepresentative advertising, *but you can't stop acceptance and commercial use of these strongly competitive products.*

That approach is more negative than positive. It is a palliative rather than a cure. Look at the facts.

Price is one of the most potent weapons in the arsenal of the competitive synthetic materials. These materials or products are at present under-selling corresponding leather products anywhere from 25 to 50 percent. In a currently price-frenzied market, the price appeal of these synthetics is mighty powerful.

What has the hide and leather industry done about it? Price-wise, practically nothing. Light native cow hides are now selling at about the highest price in 50 years, except for

1919, when the price was only slightly higher. The packing and hide industry pleads helplessness to combat or counteract the "inflationary conditions" responsible for current prices. Tanners, with the power to set up an effective barrier of price resistance, have nevertheless purchased these hides at asking prices and passed along the additional boosts.

Sorry Complacency

True, there is a strong demand for leather, what with increased shoe output plus expanded military buying in the offing. When demand is strong, resistance to prices is weak. But the leather industry must keep in mind that competitive materials began to drive their wedge right after the war when hide and leather prices started shooting upward. Thus, while the demand for leather created a complacency in the leather industry, the synthetic materials group used this very complacency as a lever to move into the field, from which it is unlikely that they will now or later be evicted.

If the leather industry intends to effectively compete with these synthetics, then it should set up its competitive strategy along the lines used by synthetics. In short, aggressive promotion and merchandising backed by sane prices.

Let leather merchandise its multitude of assets. Criticizing competitive products is negative selling. Praising your own is positive selling. The producers of synthetics continue to demonstrate that they are far better salesmen and merchandisers than tanners. For one thing, complacency is a taboo term in their commercial vocabulary. They have taken nothing for granted except the necessity of hard, persistent selling. It is paying them increasingly good dividends. The tanners will do well to take a good look, absorb the lesson, then go out and practice this modern art.

"AS EASY AS ROLLING OFF A LOG"

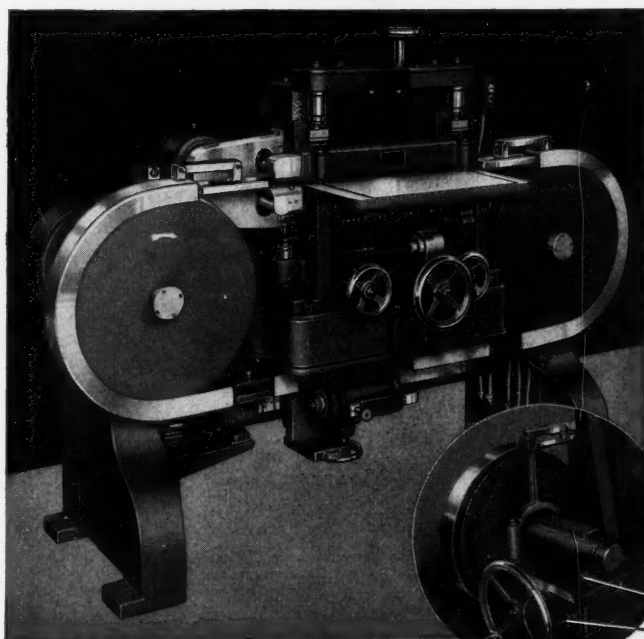
That's how easy it is to adjust the new, vastly improved, Randall Precision Splitter to obtain the exact thickness required and maintain an absolutely uniform split. So why struggle along with machines on which the "down" (unproductive) time required for adjustments is a substantial item of expense.

By introducing many new, exclusive mechanical features, Randall now makes it easy to split leather and other materials with a speed and accuracy never before possible, thus materially reducing production costs.

THE NEW
Randall

STRAIGHT TO THE MARK

Band Knife **SPLITTER**



SOLD OUTRIGHT — NO ROYALTIES

DOES YOUR SPLITTING MACHINE HAVE THESE FEATURES?

Independent Feed Roll Control which makes it possible to stop the feed rolls instantly and reverse them if necessary.

Individual Motor Drives for each unit. This eliminates complicated gearing, thus reducing vibration to a minimum and making the machine practically noiseless in operation.

A Tension Device to keep the knife taut.

A Knife Tension Indicator to provide visual means of determining correct knife tension.

Micrometer Adjustment for determining exact thickness of the split.

A 2-speed Gear Box for operating Feed Rolls.

A Universally Adjustable Head to insure accurate alignment of the Feed Rolls with the Knife.

A built-in Diamond Dressing Tool for grinding the wheels.

Sectional Feed Rolls to insure uniform split.

Drum Alignment Adjusting Screw
Knife Tension Indicator Rod
Knife Tension Adjusting Wheel

THE *Randall* COMPANY
LEATHER WORKING MACHINERY DIVISION

Manufacturers of Leather Working Machinery Since 1858

3004 SPRING GROVE AVE., CINCINNATI, OHIO

SKIVERS
CLICKERS
CREASERS
TRIMMERS
SEWING MACHINES
PUNCHING MACHINES

DIES
PUNCHES
BEVELERS
SPLITTERS
STRAP CUTTERS
EMBOSSING MACHINES



ANALYSIS OF SHOE BOTTOM FILLERS

Government tests show solvent types better than thermoplastic

by Joseph R. Kanagy

Leather Section, National Bureau of Standards

SHOE fillers are used in the manufacture of welt shoes to fill the space, typical of this type of construction, between the innersole and the mid, slip, or outersole. When the welt is attached to the channeled lip of the innersole and the lasting edge of the upper, a ridge is formed around the shoe bottom where the upper meets the attaching sole. To build up the void space even with the ridge and form a flat surface on which to fit the sole, shoe fillers are applied. These materials are usually put in place by hand with a spatula. A slight amount of pressure is used to pack down the filler and to form a smooth surface.

The characteristics of these materials must include properties which permit application in a soft pliable form. Furthermore, the materials should set and stiffen to form a firm

foundation. Two types of materials are used; both consist principally of ground cork and a binder. One type contains a thermoplastic binder that softens on heating, and which after application resets stiff; the other has the binder in a solvent, which on evaporation leaves a material which sets and becomes stiff.

All specifications for these materials are based on a chemical analysis to determine the percentages of binders and cork. These analyses are difficult to perform accurately, since many complications arise between the extracting solvents and the binders. Some binders are much more difficult to remove from the cork than others. The ratio of binder to cork, even if determined accurately, gives little information with regard to the service characteristics of the fillers. Since the fillers in the shoe

bottoms are subjected to repeated loading and unloading, and their flow properties appear to be highly important, it was believed that a more useful test to apply might be developed from indentation and recovery measurements. (Note: "Indentation" means compression of the filler under the weight of the foot and body. "Recovery" means how the filler returns to original shape.)

Since the fillers are placed on the shoe bottoms, spread out and compressed by means of a spatula, a method simulating this treatment was chosen to prepare the materials for the indentation and recovery tests. Samples of the fillers were placed in a press and compressed under a load of 5000 pounds over an area of about 25 square inches to form a flat disk. For the samples containing solvent,

a slight modification was made in the method used for forming the disks. The disks were formed by a preliminary pressing under low pressure. A drying period of 24 hours at room temperature was then allowed for the elimination of volatile material before the final pressing was made. The pressure applied to form these disks is probably greater than that applied in actual practice, but the procedure permits the evaluation of the materials on a comparative basis.

Indentation and recovery tests were made on the disks at 73°F and 90°F. A 0.5 square inch indenter (approximately 0.8 inch diameter) was substituted for the 1/4 inch in diameter indenter. The indenting was done under a load of 20.2 pounds. Recovery was determined under no load in the indentation apparatus immediately after the indentation period.

Determinations of the densities of the pressed materials were made on a circular disk about 2 3/4 inches in diameter, cut with a die. From the dimensions of the disks and their weights, the apparent densities were calculated.

The amount of binder in the fillers was determined by extracting with benzene, and the amount of solvent by heating the filler in an oven at 100°C for 24 hours.

Tests were made on seven different samples, obtained from two companies. One supplied one thermoplastic and four of the solvent type, the other supplied one of each type.

Results

All of the samples showed greater indentations at 90°F than at 73°F. The thermoplastic materials, however, showed much greater increases in indentation with increase in temperature than did the solvent type fillers. The solvent type fillers show the greater amounts of recovery at both temperatures. For the thermoplastic fillers there is practically no recovery at 90°F because they are penetrated by the presser foot almost completely.

The effect of various binder and cork combinations is demonstrated by comparing the behavior of solvent types A-1, A-2, and A-3 (see Table I.) A-3 is composed of the cork in A-1 and the binder in A-2. It is to be noted that its indentation properties are different from either A-1 or A-2.

The results of the indentation and recoveries of the fillers, together with their densities, are tabulated in Table I. Indentation and recovery are in percentages of the total thickness of the sample. It should be noted that there is a definite correlation between the density of the material and the indentation value, if separate comparisons are made among the thermoplastic materials on the one hand and the A solvent types on the other. It appears from this, that when similar binders are present in approximately the same percentages, the indentation is proportional to the density of packing. *Therefore, the density might be used as a criterion for evaluating the fillers.*

The percentages of binder in the fillers, as determined by extracting with benzene, are given in Table II. The percentages of solvent in the solvent type fillers, as determined by drying in an oven at 100°C for 24 hours, are also shown. The amount of binder in the thermoplastic fillers is comparatively high, and could probably be the reason for their low recoveries. On the other hand, the percentages of binder in the A solvent type fillers are only about half as great as that in the thermoplastic types. The properties of the solvent type fillers are therefore more closely allied with those of the cork than with those of the binders.

Conclusions

Tests of indentation and recovery were applied at 73°F. and 90°F. to two types of shoe fillers. The shoe fillers used were of the thermoplastic and solvent types. These studies were made in an effort to devise a more suitable method than chemical analysis for the evaluation of these materials.

The results of the tests showed that the solvent type materials were most resistant to changes in temperature. These materials showed high recoveries at both 73°F. and 90°F. The thermoplastic materials tested, on the other hand, appeared to have practically no resistance to flow and little recovery at the higher temperature.

On the basis of these results, it is concluded that indentation and recovery tests might be used to evaluate materials for shoe fillers, and that the solvent type or cold application fillers may be superior to the thermoplastic type. Reliance on indentation and recovery tests, rather than the chemical tests now used in specifications, should eliminate many of the difficulties now encountered in acceptance testing and should also result in the development of more suitable material for this purpose. Actual service tests to compare the performance of the two types of fillers are definitely warranted from the results of these experiments.

TABLE I

Results of indentation and recovery tests on shoe fillers.

| Manufacturer | Type | Density g/cm ³ | Indentation | | Recovery | |
|--------------|---------------|------------------------------|-------------|-----------|-----------|-----------|
| | | | 73°F % | 90°F % | 73°F % | 90°F % |
| A | Thermoplastic | 0.565 | 48.7 | 95.7 | 11.3 | 1.7 |
| B | Thermoplastic | 0.702 | 28.7 | 91.0 | 7.8 | 2.6 |
| A-1 | Solvent type | 0.288 | 45.7 | 53.9 | 27.2 | 31.7 |
| A-2 | Solvent type | 0.425 | 25.6 | 40.3 | 18.9 | 27.7 |
| A-3 | Solvent type | 0.482 | 14.4 | 31.6 | 10.6 | 22.2 |
| A-4 | Solvent type | 0.434 | 18.8 | 35.0 | 16.0 | 24.5 |
| B-1 | Solvent type | 0.364 | 46.8 | 58.0 | 27.5 | 33.9 |

TABLE II

Solvent and binder composition in the shoe fillers.

| Filler | Solvent | Binder |
|------------------------|---------|--------|
| | % | % |
| A —Thermoplastic | — | 79.6 |
| B —Thermoplastic | — | 75.9 |
| A-1—Solvent type | 58.3 | 23.7* |
| A-2—Solvent type | 25.1 | 29.1* |
| A-3—Solvent type | 24.6 | 24.4* |
| A-4—Solvent type | 35.0 | 26.9* |
| B-1—Solvent type | 60.5 | 68.9* |

*—Results calculated on solvent-free basis.

FEDERAL LEATHER SPECIFICATIONS

The mechanism of how they're set up and what they aim to achieve

By Dr. Robert B. Hobbs

National Bureau of Standards

I HAVE been asked to discuss federal specifications, and on that topic I represent the Technical Committee on Leather and Leather Products of the Federal Specifications Board.

It might be more profitable to discuss briefly the mechanism of how the specifications are set up and just what they are, rather than to try to go into any technical details of specifications which are now in the process of formulation.

The subject of federal specifications is particularly timely now because of the increase in the quantities of leathers that are being purchased by both military and civilian establishments of the government. Most of these are made under federal specifications, so the subject is of increasing importance to all of you.

Two Types

Now, when some people use this term "federal specifications" they probably have in mind two kinds. First, what we call federal specifications, and second what we call departmental specifications. The latter is used by only one department in the government such as the post office or army, and covers a product used by only that one department. An example might be specifications for mail carriers' bags or combat boots and so on. The Army alone has some six thousand specifications for all types of products, but when two or more departments are purchasing the same kind of material, the federal specifications usually set up are used by all agencies of the government. There are more than two thousand

such federal specifications of which some thirty or forty have to do with leather. The idea is—one product, one specification, with one centralized point responsible for it, whether it is one department or many that are using it.

Now, a departmental specification is a matter for which the department concerned is wholly responsible. A federal specification, however, is developed by the procedure of the Federal Specifications Bureau which assigns the technological work to various permanent technical committees. For example, we have the Technical Committee on Leather and Leather Products which consists of representatives from all interested agencies. Mr. E. L. Wallace of the Bureau of Standards is chairman of that committee. You might want to make a note of that.

The committee's procedure is briefly this: First, it has to determine whether there is any real need for a particular specification. Requests for that specification may come in from government agencies, from the Federal Specifications Board or from the industry, and you should know that you have a right to request federal specifications for your products if you think they are needed.

On receiving a request from whatever source, the Technical Committee first finds out whether it believes the specification is needed according to the use of the product, and then proceeds to collect scientific information on the properties of leather, on the commercial trends and grading and so forth. We go to all kinds

of places to get these facts, from the agencies using the leather, from the Scientific Bureau of the government, and from the industry. We often find that there is not enough technical information on hand to prepare a specification, and then we may assign a sub-committee or one member as a task group. Sometimes you may find a committee member knocking on your door and asking you to tell him about the commercial selection and grading of your product, what properties you think are important, and how you judge them or measure them.

No Value Established

Sometimes there are no laboratory methods for measuring an important fundamental of garment leathers, such as one we have run against just recently. The experts in the tanneries and the garment factories have been used to judging that sort of thing for years, but sometimes even they disagree, and we haven't yet found a very good way of arriving at the specification. We may ask a committee in the Bureau of Standards to develop such a method to measure such properties and to get representative samples from the industry to establish a value.

Now, when the committee thinks it has enough technical information, it writes the first draft of a specification and that is circulated to the industry for comment and criticism. Usually we do this through an appropriate trade organization such as your Council, the American Leather Belting Association and others. This is, perhaps, your best opportunity

(Concluded on Page 35)



NO COMPLAINTS

This cold filler stays flat and flexible



WON'T STAIN. There is no danger of staining with Armstrong's Cold Filler. It won't mark uppers or discolor crepe soles because the special ingredients in this cold filler keep it stain-free. It's the filler to use with whites or light-colored leathers.

You'll hear no complaints about bottoms from your customers when you use Armstrong's Cold Bottom Filler. Millions of shoes have been bottomed with it. So far as we have been able to find, not one of these bottoms has bunched, crept, or become uncomfortable underfoot.

Armstrong's Cold Filler won't soften or flow under heat and foot pressure because it is non-thermoplastic. Once set up, it stays flat and smooth for the life of the shoe.

You'll get no labor complaints on this filler, either. Workers prefer Arm-

strong's Cold Filler because it's so clean and pleasant to work with. It comes ready to use and goes from pail to bottom with a minimum of time and effort. It won't stain shoes or hands, and the only equipment your operator needs is a knife.

One pail will be enough to show you how much easier it is to use this filler and what a good job it does. Ask your Armstrong representative to get you a trial pail today or write Armstrong Cork Company, Shoe Products Dept., 8812 Arch St., Lancaster, Pennsylvania.



ARMSTRONG'S COLD BOTTOM FILLER

one of Armstrong's quality shoe products

BOX TOE MATERIALS • FLEXICORK® • CUSHION CORK® • CORK COMPOSITION • PLATFORMS

December 2, 1950

LEATHER and SHOES

11

PHYSICAL TESTING ON LEATHERS

How these tests are conducted and what they aim to accomplish

By William T. Roddy

Tanners' Council Laboratory
University of Cincinnati

IN order to understand why dynamic test methods are necessary, let us first consider physical testing in general. The government has set up specifications on almost all types of leather it purchases, including physical tests. The purpose of the tests is to determine or pre-determine if the leather will meet certain minimum requirements of use.

Seven samples out of a lot of one hundred pieces sold to the government are required for physical testing. This number has been set up on the basis of results obtained by the government in the past. The size of the samples varies as to the particular physical test to be conducted. To obtain more information on this subject the government at the present time is conducting tests on twenty-one hundred sides of army experimental side upper leather to obtain an indication of the total number of samples required for physical tests and, also, the best sample locations for a test on the side. This work is being done at considerable expense to the government, and in addition to including statistics of the tests, dynamic test methods are also included.

Results Are Specific

Dynamic testing represents an effort to work leather while it is being tested in much the same manner as when leather is worn in actual service. Dynamic tests indicate if leather is similar or dissimilar to the previous lot. The results are specific and not subject to changes in judgment when it is classified on characteristics such as color, feel,

grain break or other observations. Dynamic tests, however, are necessary because certain static tests do not necessarily give an indication of actual serviceability which one might expect.

Many Waterproof

At the beginning of the past war a static water test was used to get an indication of the water resistance of leathers. By this test method it was indicated that there were many leathers which were very water resistant, in fact, water proof. It was indicated, however, that some of these leathers, when worn in shoes by soldiers, were giving the soldiers wet feet. A dynamic water resistant test was developed at the Cincinnati Laboratory using a machine which flexed the leather while the sample was being tested. The type of sample was the same as they obtain from the vamp. Water was placed in contact with the leather and the leather was flexed by this test method. It was indicated that there were few leathers which were water proof. In fact, to this day we have yet to test a piece of leather on this machine which has proven to be anything other than water repellent.

This early work led to the further developments of dynamic test methods, and such organizations as the United Shoe Machinery Corporation and the National Bureau of Standards and the Philadelphia Laboratory have been quite active in developing and demonstrating uses of physical test methods.

I am limiting myself entirely to

what we have done in the Cincinnati Laboratory. We now use the flexing principle in testing insole leathers for deterioration and to determine characteristics of finishes on upholstery. Our static tests indicate that many leathers have little air porosity or water vaporescence.

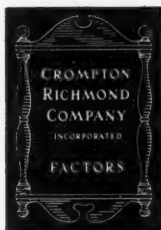
Under static test conditions we have not developed dynamic tests where the leather is flexed while being tested, and even such leathers as impregnated insole or outsole leather which passes very little air or water vapor under static conditions increases greatly in both air porosity and water vaporescence when flexed according to the flexing principle.

Superior Performance

Recently, at Cincinnati Laboratory a machine has also been developed to determine the stitch-tear resistance of leather and like products. The test on this machine indicates that leather is far superior in stitch-tear resistance to the best of the synthetic products put on the market to date.

The dynamic testing of leather indicates what is being attempted in the laboratory to give us a better knowledge of the ultimate serviceability of leather and leather products. We are not alone in using dynamic test methods on leather. At the present time the automotive industry is also quite active in using testing machines which include dynamic action and to get an indication of the frictional characteristics set up by leather and like fabrics.

THE CAPITAL WORK LOAD



Many a business slow-down is caused by insufficient working capital. When the capital work load becomes excessive, operating efficiency usually bogs down.

In the many industries it serves, Crompton Factoring picks up a big share of the capital load — by discounting receivables. Each invoice shipped means more cash in the bank—a stronger quick assets position.

You can better coordinate procurement, production and sales on a planned basis . . . and do a better job.

And Crompton Factoring takes over credits and credit risks. This reduces overhead . . . and you can forget about a capital reserve for bad accounts. We'll gladly talk-over your problem.

The Human Factor

CROMPTON-RICHMOND CO., INC.

1071 Avenue of the Americas, New York 18, N. Y.



Ready to Serve You Now!

Boston Machine Works set-up and follow-up service is available to you from every important shoe center.

Every one of our varied line of stitching room machines is designed out of our service experience in solving your shoe factory problems under actual working conditions.

Note to Superintendent: Delivered equipment is no better than the service back of it.

BOSTON MACHINE WORKS CO. LYNN MASS. U.S.A.

BRANCH OFFICES:

| | | | | |
|---------------------|------------------|-----------------|-----------------|-------------------|
| Whitman, Mass. | Columbus, Ohio | Chicago, Ill. | Kitchener, Ont. | Toms River, N. J. |
| Johnson City, N. Y. | Cincinnati, Ohio | Milwaukee, Wis. | St. Louis, Mo. | Los Angeles, Cal. |

SOLE LEATHER
At its Best
 DISTRIBUTED BY
HOWES LEATHER COMPANY

- Inc.
 ★ 321 SUMMER STREET, BOSTON, MASS.
 ★ 4649 SHAW AVENUE, ST. LOUIS, MO.
 ★ 130 NORTH WELLS STREET, CHICAGO, ILL.



Am - O - Krome

**BELLIES — BENDS — SHOULDERS
 FULL GRAIN LINING BELLIES**

by
AMERICAN OAK CHROME RETAN DIVISION

(HOWES LEATHER COMPANY, INC.)
 DALTON AVENUE and FLINT STREET
 CINCINNATI 14, OHIO

CHROME TANNING

Its advances — and new developments we can expect to come

By Dr. E. R. Theis

Director, Institute of Leather Technology
Lehigh University

IT HAS now been some seventy-five years since the discovery by Schultz that basic chromium sulfate converts properly prepared hide or skin into leather. During the past forty years, the scientist and tanner have explored and exploited the whole gamut of possibilities of using various chrome salts as tanning materials. Since 1910, many of us have seen and been a part of many changes and modifications in this process. The greatest actual changes in chrome tannage have obtained since 1930 and especially since 1940. The study and development of chrome tannage and the chrome liquor required for the tannage has taken the combined knowledge of the bio-, physical, organic, inorganic chemists together with the practical "know how" of many tannery production men.

The most modern change in the process of chrome tannage has been the more or less adoption of the drum bate, pickle and tan procedure. While it is true that drum pickling and tannage were tried years ago and in some plants adopted, the combining of the operations of bating, pickling, and chrome tannage was only in use in a very few plants as of 1945, and further did not lend itself readily to quality control and was to a certain extent uncertain and time consuming. In 1946, research demonstrated to the American tanner that modified drum bating, pickling and chrome tannage could be used to save handling and give an economic advantage.

As formerly used, the combination of three processes required at least 24 hours and often longer for completion. The modified process requires from a practical viewpoint, a minimum of some six hours and the maximum at the tanner's pleasure. This modification of the process is obtained through moderate additions of stabilizing organic salt to the pickle. As it now stands the

bating operation is from 40 minutes to 2 hours, the pickling operation from 30 minutes to 8 hours and the chrome tanning operation from 3 to 16 hours. The stabilizing salt used is sodium or calcium formate. The process advocated not only saves wear and tear of machinery, less handling of stock, but gives, in addition, smoother and fuller leather with an increased area yield. In this country, at least ten million feet of side-upper leather are made per month by this particular process. It should be pointed out that many have tried the process, some with an indifferent result, others have discarded it because they did not investigate it thoroughly with regard to finishing operations. I feel inclined to state that no one discarded it because they obtained poorer leather relative to smoothness and fineness of grain or lack of area yield.

During the past year, investigations have been made relative to the use of other organic stabilizing salts, and with some success, and these studies will be expanded into pilot plant work in the near future and will later undoubtedly be reported to the chrome tanning industry.

What is new and what real advances can we expect during the next few years?

(1) By addition of formates to the pickle or chrome liquor, sulfur dioxide reduced chrome liquors can be used interchangeably with sugar reduced ones. This has been proven in plant-wise production of side-upper leather.

(2) By moderate additions of formates either to the pickle or chrome liquor, greater neutralization during tannage can be obtained without producing "pipe", "looseness" and at the same time causing a greater exhaustion of the chromium salt in the drum. pH values of 4.5 can be used with safety whereas with

ordinary processes of chrome tannage much lower pH values must be used.

(3) Chemical and physical quality control methods have been and are continuing to be developed as positive aides to the tanner and chemists.

(4) One bath combination chrome and vegetable tannage in place of the vegetable retannage over the base chrome pretannage are in the picture. The research has shown interesting and practical data in this regard and this work is rapidly being extended into pilot plant studies.

(5) Non-ionic and anionic chrome tannage are being investigated with some real success—the anionic chrome liquors may possibly be used as retannage material.

(6) The use of other material than sugar, as the reducing chemical in the production of chrome liquors having much greater filling properties than the ordinary type of sugar reduced chrome liquor.

(7) The combination use of bichromate and hypo as a neutralizing agent during the chrome tannage and prior to coloring and fat liquoring.

(8) Neutralizing studies have shown us when such chemicals as bicarbonate of soda or when bicarbonate of ammonium should be used.

There may be those who believe that there is little left to learn relative to the chemistry of the chromium compounds and their adaptation to chrome tannage. That is an erroneous belief for certainly it can be stated that we have only begun to scratch the surface in regard to what must eventually be known about all mineral tannages. The next few years will yield vital information both as regards many different chrome liquors and their mode of application to the tannages of hides and skins.

SYNTHETIC TANNAGES

Research going into upper and insole leather for military use

By Dr. S. J. Kennedy

Research & Development Branch;
Textile, Clothing & Footwear Section
Office of the Quartermaster General

WE are cooperating with the tanning industry in two ways at the present time. We have the Committee of the National Research Council Advisory Board on Quartermaster Research and Development which cooperates with us on research aspects of leather and tanning, and then in the Tanners' Council itself you have set up two advisory committees which are working with us, one on upper leathers, and one on insole leathers. These two groups have been conferring with us from time to time on aspects of specifications and research and development.

I would like to limit what I have to say to aspects of synthetic tannages. We are very interested in that subject, because we are concerned about the fact that most of our tanning materials are imported into this country, and that it might not be possible in times of emergencies to obtain adequate amounts to meet our requirements.

For the past three or four years we have been working on a program devoted to exploiting the possibilities of materials being developed in the industry. I am very happy to say that I think that the industries which are working with the tanning industry ought to be congratulated upon the extent of the interest which they have taken in developing such materials. If it would not be presumptuous to say, I would suggest that you might almost regard the current era of the development of such materials as one of profound revolutionary impor-

tance. I believe that a few years from now you will so regard these years.

We have had such materials presented to us from time to time and we have shown a great deal of interest in them. The Committee on Upper Leathers of the Tanners' Council, which is working with us, has established a procedure for the evaluation of such materials so as to place the burden of evaluation as broadly in the industry as practicable. At the present time there are six different tanners in that field, each of whom is taking one material and evaluating it for us from the practical application standpoint. As other materials come along, it is our hope to enlarge that group and let others consider some of these materials which are being presented.

A Major Problem

In that connection I should like to leave with you this one thought. I believe that the industries cooperating with your industry in these developments are somewhat ahead of the leather industry in that they have materials which your industry is not fully prepared, at this time, to evaluate. The conventional methods of evaluation of tanning materials or tanning of leather fall down in the face of some of these unconventional methods of materials. It is very difficult, at least for us, to know the true character of the leather obtained from these tannages, and since we

are particularly interested in the physical properties of materials and/or mechanical properties of materials, we are confronted with a major problem of knowing what these materials will give us in the way of leather.

In the past you have always had the benefit of long years of experience in the tanning of leathers with certain materials, and the tradition, the background of your experience has concentrated on studying the behavior of leathers with those particular materials in it. When we are given a piece of leather which has neither chrome nor vegetable tanning materials in it, how are we to know whether it is good leather? You see, we can't analyze for chrome and we can't analyze for vegetable tanning materials by typical analysis methods.

We have instituted or have attempted to establish instrumentations for such analysis. I believe that that line of investigation should have not only the support but the very keen interest of all of you, and the investigations which we are making should be supplemented by the maximum study and consideration of that problem by all of you.

I would like to throw out one further suggestion. There have been occasions from time to time on the acceptance of materials by the Quartermaster Corps where our inspection service laboratories have had some

difficulty in getting the same laboratory results as your own laboratories. I feel that there is a great need for the establishment of methods for evaluating the significance of laboratory data on practically all the standard test methods. In the textile field over a period of years there has been a continual study of inter-laboratory work to determine the significance, the statistical significance, and the variability from operator to operator, machine to machine, and laboratory to laboratory of these test methods. I don't believe that has been done adequately in your field, and I believe that some of the difficulties which some of you run into from time to time could be resolved by a broad study, initiated from one laboratory to another on an organization basis to determine the reliability and the statistical significance of the data obtained from these different test methods. I have suggested that from time to time and I am passing the suggestion on to all of you now.

We are intensely interested in the development of your industry. We have established recently a series of storage chambers for evaluating on the cycle basis the behavior of different types of leather over a long-term period. As new tannages are developed, new ideas come out from the products of your research. We should like to have them to put in these storage chambers to determine the characteristics of the long-term aging of some of these materials.



Use L&S WANT ADS
for expert help, selling
agents, representatives, etc.

**They get results—
only \$2.50 per inch**

Send copy to Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Your Name

*in the right place
at the right time*

LEATHER and SHOES' BLUE BOOK offers
a brisk short-cut to customer acceptance.

Advertisers whose policies require a medium of more than passing interest find the BLUE BOOK exactly suited to their type of selling program for it is constantly used in the shoe and leather industry. Thorough it, your product is assured the attention of this group of quality and volume buyers—focused upon *your name* when they're looking for the *product you sell*.

This Directory is preferred by these buyers because it has the greatest degree of accuracy and broadest scope, in the shoe, leather and leather goods field.

A full page, reserved for your sales story under the proper classification, costs less than three cents per subscriber for two years of daily service.

THE RUMPF PUBLISHING CO.

Publishers of

LEATHER AND SHOES—*The International Shoe and Leather Weekly*

SHOESCOPE—*The Nation's Top Shoe Fashion Magazine*

LEATHER AND SHOES BLUE BOOK of the Shoe and Leather Industry

THE ENCYCLOPEDIA of the Shoe and Leather Industry

BOOKS: "Shoes — Pacemakers of Progress," "Tanning Processes," "Bank Loans to Shoe Manufacturers," "Economics of Cattlehide Leather Tanning," and "Podometrics."

300 WEST ADAMS STREET

CHICAGO 6, U. S. A.

REACH the *Right People!*

... those who are most likely to need what you have to sell.

● You can do it—very easily too!—with a one inch single column "Want Ad"—for \$2.50 a week—certainly not an obstacle to keep you from utilizing this valuable resource! . . . in the magazine voted first choice by shoe and leather manufacturers through nation-wide polls.

● Use L&S "Want Ads" to attract the attention of practically all those you want to reach. It's the easiest and most effective way.

● Mail your "Want Ad" in—now—to:

LEATHER and SHOES

300 W. Adams St.

Chicago 6, Ill.

NEW DEVELOPMENTS

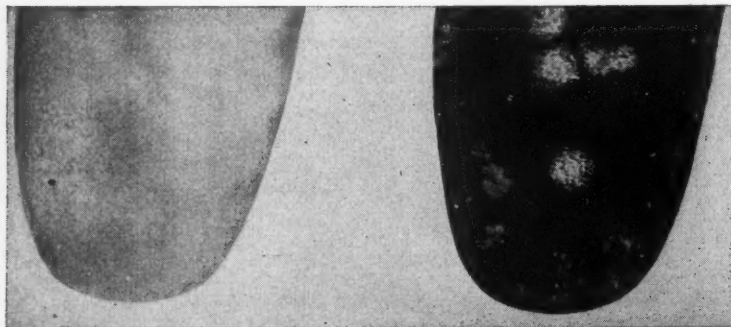
What industrial science is doing to improve the job

MILDEW-PROOFING AGENT

Milmer 1, known technically as mildew-proofing agent being used in Copper 8-Quinolinolate, is a new leather and footwear. The makers claim that up until the introduction of Milmer 1, there was no effective fungicidal formula that had permanency. The product is non-toxic, is a

yellowish-green powder, practically odorless. It was developed at the request of the U. S. Army Air Forces to meet certain high-standard specifications for mildew-proofing military clothing and equipment.

Source: Monsanto Chemical Co., St. Louis, Mo.

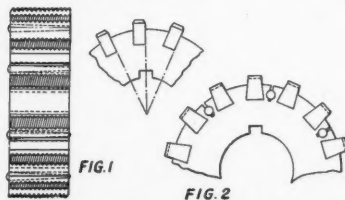


Top: To test the efficacy of one formulation as a protective against micro-organism growth, one treated and one untreated inner sole was soaked in water and inoculated with certain organisms. After 14 days at a prescribed temperature and humidity, untreated sole, left, was completely covered with growth. Treated sole showed no growth whatsoever. **Bottom:** A swatch of vinyl sheeting. Mildew has formed on the surface and eaten away the body of the material, making it fragile and easy to tear. At the right, notwithstanding vigorous ripping action, the vinyl sheeting to which Milmer 1 has been added in original formulation, stands up well. Both had been buried in soil. This is the first time in the five years during which they have been existent that government specifications for this artificial leather-type plastic have been met.

SOLE-ROUGHING CUTTER

These two segments of different design demonstrate an efficient and low-cost way of roughening soles for the subsequent application of cement. The idea embraces the use of replacement lags spread equally in the outside edge, shown in Figure 1.

The method of retaining the lags is through the use of regularly interspersed slots which, when spread open by driving in expanding pins, cause the sides of the flutes embracing the lags to become integrated as one. A variety in using either a straight sided to pitch inclined lag is also illustrated, Figure 1.



The direction of the cutting edges atop each lag surface offers helpful shoemaking, suggested in Figure 2. Here the advantage of causing all roughing to be away from the sole edge is accomplished by having some of the cutter edges inclined at an angle away from the edge, like a rotary street sweeping brush so inclined as to sweep all dirt away from the sidewalk into the center of the street. In the case of this cutter arrangement, as shown, there is no possible danger of fuzzy or ragged edges. The lags may be shimmed to compensate for wear or to give a deeper roughing.

Source: Pat. No. 2,503,951; J. H. Kelly, Pittsburgh, Pa.

(Continued on Page 41)



In 1949, U. S. consumers spent \$2,863,000,000 on footwear, according to recently released Commerce Dept. figures. This is drop of \$124,000,000 from 1948. Same expenditure in 1947 was \$2,975,000,000; in 1946, \$2,808,000,000; in 1945, \$2,281,000,000. Prediction is that footwear expenditures at retail will pass \$3 billions mark in 1950, due to higher prices. Note that while output in 1946 was record 529 million pairs, income was \$2.808 billions at retail—lower than the \$2.975 billions in 1947 when shoe output was 60 million pairs lower, but prices were appreciably higher.

1949 consumer expenditure for shoe repairing and shoe cleaners was \$249,000,000, compared with \$271,000,000 in 1948.

Communist Ben Gold is an official of the newly organized but yet untitled third labor federation to compete with CIO and AFL. Gold is president of International Fur & Leather Workers Union, recently booted out of CIO as Communist-dominated. New labor federation, composed of leftwing and Commie-line unions, held organization meeting in Washington last week, denied that new federation being formed. Group has formed legislative program to urge on Congress—repeal of Taft-Hartley, repeal of Internal Security Act, and repeal of other laws designed to control subversive activities in U. S. Interesting to note that Stalin, through Commie-run World Federation of Trade Unions, has called for formation of third labor federation in U. S.

Change in General Services Administration plans will make all leather purchases emanate from New York. Shift will take place after first of year, but no further details yet. Aim is to decentralize purchase of some 17 classes of federal supplies, leather included, involving many millions of dollars annually, to its New York and Chicago regional offices. Plan aims at greater economy by buying nearer to best sources of supply and point of use, and aid to small business.

Business spending will rise at terrific rate from here on. New plant and equipment expenditures are almost at record 1948 peak of \$8.1 billion—will smash record next year. Shipments of goods to customers at annual rate of \$22.8 billion, a new record. Payrolls skyrocketing. Factory hourly earnings now averaging \$1.52, and weekly wages \$61.83—new records which will be broken each succeeding month now. Another new peak is personal income, now at annual rate of \$229 billion. All this—and the ball has only begun to roll.

Shoe and leather industry will be hit hard by excess profits tax if passed. One popular plan of tax is to use 1946-49 earnings, selecting 3 best years of the 4, as a "normal base" upon which to judge "excess profits." Here's the standing for "leather and leather products" group: in 1946, net income before taxes was \$244 millions; 1947, \$226; 1948, \$169; 1949, \$102. Best 3 years' average: \$213 millions. This will be substantially above 1948-49-50 annual average, and the industry will have to pay on the higher average.

Treasury Dept. figures on leather and leather products industries for 1944 a good example of size of tax bite For this group the "net income after renegotiation" was \$139,000,000. It paid, after renegotiation, an income tax of \$27,000,000, and an excess profits tax of \$53,000,000. These two taxes, totalling \$83,000,000, comprised 57.6 percent of net income.

Official figures just released show production workers in tanning industry for Sept. numbered 47,200, as compared with 46,600 in Aug. and 44,900 in July. Rubber footwear workers in Sept. numbered 21,900, as against 20,700 in Aug. and 19,200 in July. Leather footwear production workers numbered 236,000 in Sept., 237,100 in Aug. and 229,800 in July.

While work-week for the nation in mid-October for production employees rose to 41.4 hours, highest in five years, it fell off for workers in leather and leather products industries to 37.7 hours. For the latter group, hourly wages rates for October rose to \$1.207 from the \$1.199 in Sept. But average weekly pay dropped from \$45.68 in Sept. to \$45.40 in Oct.

Any signs of migration of shoe workers to defense industries? Nothing "official" yet, but this may be an indication of movements ahead. In Oct., according to Labor Dept. figures, 2,200,000 persons were placed in jobs from public employment services alone. Of these non-farm or manufacturing placements were running nearly 50 percent higher than a year ago. With the U. S. labor reserve very thin, and industrial defense operations not yet in high gear, next year may pose a serious problem for the shoe industry regarding migration of shoe workers to more lucrative openings.

Exports of rubber footwear, rubber soles and heels for first 9 months of 1950 were \$1,888,753, a drop of \$351,515 from that period of last year. In contrast, imports of the same items were \$327,967, a gain of \$133,100 over same 9 months of 1949.

POPULAR PRICE BUYING MUDDLED

PRICE UNCERTAINTY CLOUDS SALES PICTURE

Smaller Retailers Hesitate To Plunge

The onrushing international crisis and a furious storm which partially paralyzed the nation's transportation combined early this week to cast a totally unexpected shadow over the fifth Popular Price Shoe Show of America.

These two grim factors, rather than the much-publicized question marks of shoe prices and buying volume, dominated the showing of popular price shoe styles for spring and summer 1951, held November 26-30 at the New Yorker and McAlpin Hotels in New York City.

Because of the storm, a good many important buyers from the West and Mid-West were unable to reach New York until mid-week. A few gave up the trip altogether. Show officials wisely extended the event an extra day. By week's end, however, most of the 5,000 retailers, chain and department store buyers, and wholesalers expected at the Show had put in an appearance.

Spotty Buying

The sudden shift in the Korean War situation served to intensify pricing and sales problems that existed before PPSSA. Buyers, particularly the small retailers, become more painfully aware of inflated prices with still more rises to come. As a consequence, the buying picture did not clarify.

Many good orders were placed—but the majority of these, as usual, came from the larger retailers, chains or department stores. A good many of these had already placed the bulk of their spring orders, came to complete their buying and anticipate further factory price hikes.

It was the smaller retailer who was on the spot. Poor fall and early winter sales had failed to relieve his loaded inventories. This plus his lack of ready capital, tightening credit from buying sources, and the over-all price squeeze, kept him necessarily cautious about placing spring orders. To add to his woes, shoe manufacturers threatened late de-

liveries for Easter unless orders were placed in the next two weeks.

On the whole, the Show went off as expected. Despite the higher prices, buying showed a slight increase over last year, on the average. Many manufacturers, particularly of women's shoes, were offering firm prices to February 1. Beyond that date, few ventured anything except predictions of rises to come.

Prices Behind Costs

The majority of manufacturers has done its utmost to keep factory prices within bounds. None as yet has raised prices to the level of replacement costs. Most prefer to average out costs, try to stretch out leather and shoe materials purchased at earlier prices, and absorb some of the rises. All admit this cannot go on much longer—replacement costs in a continually rising leather and supplies market plus labor increases here or to come—make it impossible to hold the line. The consensus is another 50 cents to \$1.00 increase at retail in popular lines for spring.

Men's shoe manufacturers, despite slowed fall sales are fairly optimistic for spring. Orders, particularly on branded lines equal last year. Retail stocks of men's staples are admittedly heavy but winter buying is expected to lighten these. The greater volume of orders for spring staples is already placed. Yet to come within the next month are orders for the novelty types such as nylon meshes, etc.

As Mercer E. Curtis of Curtis Shoe Co., Inc., Marlboro, Mass., maker of men's dress and casual shoes retailers from \$9.95-\$15.95 put it, sales are well above last year but last spring was a poor one anyway. Curtis, which sells men's branded lines primarily to retailers, has raised prices 10 percent since June, expects to go up at any time.

Women's shoes are another story. Both novelty and casuals manufacturers who normally sell to chains, department stores and larger retailers have already taken 60-80 percent of orders for spring, can take the rest by the first of the year.

Larry Epstein of Langerman Shoe Co., Brooklyn, which sells women's California playshoes in the \$2-\$4 retail bracket, said, "Most of our spring shoes already have been ordered by the chains. Factory prices are up about 15 percent and we've absorbed

(Concluded on Page 25)

USMC PRESENTS DEFENSE IN ANTI-TRUST SUIT

Holds Demonstration Of Shoemaking In Court

For three full days last week, Joseph Harrington, Jr., assistant director of research for United Shoe Machinery Corp., conducted a detailed exposition of shoemaking technique and problems before the court hearing USMC's defense against the government's anti-trust suit on monopoly charges. Judge Charles E. Wyzanski, Jr., presiding, appeared to be impressed by the technological demonstration.

The courtroom contained an array of shoes, lasts, racks and other factory equipment. Harrington showed the wide varieties of styles, sizes and manufacturing processes entailed, in an effort to demonstrate graphically the many complicated operations and variables involved. He traced the making of a shoe from the artist's sketch or design through all the assembling processes to the completed shoe. One point he emphasized, and based, he said, on actual studies in plants, was that some of the largest shoe factories showed only one-half of one percent of the shoes turned out in the course of a year of one size, design and style.

All these complex factors involved in shoemaking, according to USMC's testimony, made it difficult or impossible to apply automatic machinery to many of the shoemaking processes. Because of the great variables involved, more standardized equipment designed to do more multiple operations cannot be particularly employed in many cases.

On the opening day of the corporation's defense, John L. Hall, legal counsel for USMC, made a sweeping and emphatic denial that the corporation has ever attempted to monopolize the shoe machinery industry. Said Hall in a lengthy statement, "The men who have been managing the company and are still managing it... have never intentionally violated any law, and have conducted the affairs of the company in a way that's been of benefit to the shoe manufacturing industry and the public as a whole.

"The company has been the one factor that has enabled American shoe manufacturers to become the world's leaders."

RUBBER SUPPLY AND PRICE OUTLOOK BETTER

Shoe Industry Products Seen Unhampered

Prices of natural rubber last week took a sharp tumble. Two weeks ago rubber sold at 86 cents a pound, a new high. About a week later it had fallen to 65 cents—still high compared to the 20 cents last Spring, but a great improvement.

The chief cause? The rapidly rising output of synthetic rubber, which is pegged at 18½ cents a pound. Southeast Asia, which produces 90-95 percent of the world's rubber supply, is still busy keeping pace with demand, but is no longer getting the fat prices.

For the first quarter of 1951, the government has decreed a 30 percent reduction in consumption of natural rubber. Regulations call for the use of natural rubber at the rate of 52,000 tons in November, 45,000 in December, 40,000 in January, and 35,000 for February and March. Total industry consumption of rubber, both natural and synthetic, hit an all-time high of 118,000 tons in October. In the same month our imports of natural rubber and natural latex reached a record 81,000 tons.

In 1951 there will be available for use and stockpiling 900,000 tons of natural and 880,000 tons of synthetic rubber. This, say officials, won't mean an immediate rubber surplus. However, by the end of 1951 "another rubber surplus could be in prospect."

Government rubber spokesmen stated, in regard to synthetic output, that in 1951 "production will be very high, and before the year is out will entail some very serious study whether the tap can be turned off as easily as it is being turned on." By mid-1951 it is expected that synthetic rubber will be rolling off at a pace of 75,000 tons monthly. An NPA spokesman states that increased use of synthetic rubber would cause "no serious deterioration of quality" in any rubber products.

Canadian Shoe Prices Still Rising

Although Canadian shoe price increases of 10 to 15 percent have already been passed on to consumers in numerous popular lines, further price increases are inevitable, according to delegates at the recent convention of the Canadian Shoe & Leather Council.

Manufacturers are reported to be

making fewer patterns and designs, are also producing more fabric footwear—all attributed to rising prices. Children's shoes are up about 50 cents a pair, women's and men's up \$1.50 on lines selling between \$10 and \$15.

Eric Sabiston, retiring president of the Canadian Shoe Manufacturers Association, predicted further price rises, but added that thus far the industry had succeeded in keeping price advances lower than those for any other consumer commodity in Canada.

However, shoe retailers are expecting a good year in 1951 despite rising prices, according to Louis DesLauriers, president of the Canadian Shoe Retailers Association.

1950 HOLLY AWARD TO J. SCHNITZER

Julius G. Schnitzer, Chief of the Textile and Leather Division, National Production Administration, was awarded the Third Annual T. Kenyon Holly Memorial Plaque by the 210 Associates at their semi-annual banquet. The award was presented on November 28, at the Waldorf-Astoria, New York, by Joseph W. Holmes, president of the United Last Company, as a symbol "of our recognition of your faithful services to the shoe, leather and allied industries."

The first Holly award went to Lawrence Sheppard, two years ago, and the second, last year, to A. W. Berkowitz.

QUEBRACHO STOCKS FADE

Argentina is worried about the rapid depletion of its quebracho forest reserves and the possible decline of its profitable quebracho extract industry. A survey of these forests by the U. S. Dept. of Commerce estimates current annual consumption of quebracho timber at around 1,800,000 tons. At this rate Argentina's reserves would last only a further 58 years—though if use of the wood for lumber purposes was eliminated, and use was only for quebracho extract, the reserves would last about 175 years.

The quebracho extract industry consumes about 600,000 tons of the wood annually. It takes about 150 years for a quebracho tree to reach full maturity. The rate of quebracho replacement is thus very slow. The increasing use of synthetic extracts might lessen the burden on quebracho extract demands. Argentine quebracho extract shipments abroad for the first 10 months of 1950 were 160,000 tons, as compared with 100,000 for the same period of 1949.

ARGENTINE HIDE PRICES CONTINUE TO RISE

Supplies Very Tight, IAPI Oversold

During the month of November Argentine hide prices rose several times, but nevertheless with more buyers than hide supply available. On November 7, about 300,000 frigorifico hides were booked at IAPI's office prices, less 17 and 15 percent discount for payment in dollars. The next day prices went up two to four percent, with 100,000 additional hides sold. On November 10, IAPI again raised prices by about seven percent on frigorificos, and 10 percent on all others. On November 17, prices had risen another eight percent.

With these recent sales of about 400,000 hides, plus another 200,000 which IAPI has promised to deliver to local tanners, IAPI is oversold until about the middle of 1951.

Quite important is the fact that cattle slaughter has been reduced to a minimum with the recent complete cessation of meat shipments to England. A particular shortage of hides other than frigorificos now exists. Exporters are finding serious difficulties in covering their requirements, are reluctant to accept large orders for export. The local market prices are also shooting upward as local tanners bid strongly for hides. Local hide prices are 22 percent higher than two months ago.

The high price, tight supply situation is expected to prevail for some time, might even become worse, since several large sales of hides have been under negotiations and have about materialized as of this date. Between Roumania, Yugoslavia and Hungary, the sale of hides emanating from these negotiations may reach between five and six hundred thousand, most of them frigorificos.

As a side note to this report, the Uruguayan government has abolished the preferential exchange rate of 1.78 Uruguayos for one U. S. dollar, and has fixed for hides and sheep skins the basic exchange rate of 1.519 Uruguayos for \$1. Hide prices in Uruguay have jumped about 15 percent, but as a consequence business is currently sporadic.

GOVERNMENT ACTS TO DISTRIBUTE MILITARY ORDERS AMONG TANNERS

Leather Industry Group Studies Plan To Prevent Defense Bottleneck

The leather industry at producer level is soon to be drawn closely into the defense program, with "Defense Orders" set up to help the military effort but at the same time prevent undue dislocation of civilian needs.

This was revealed at the widely-heralded meeting in Washington Nov. 29 of the newly formed "Leather Industry Advisory Committee of the National Production Authority."

The committee, attended by 12 industry representatives and half a dozen from government agencies most intimately concerned with leather-for-war, held its first official session. They were told by NPA officials of an impending NPA order "which will provide equitable distribution of Defense Orders among leather producers."

The order will be set in motion by immediate appointment of five or six persons as members of a Leather Task Force Committee. Members will be asked to draw up recommendations as to approximate percentages of each type output which producers would be required to handle under the rated orders.

Some official sources indicated that impact of the action probably would come around the first of next year, although in Washington right now there is a feeling that Korean events may speed up the calendar of all defense programs.

The proposed order would have two functions, at least:

1. It would limit the volume of rated orders which a producer would be required to accept.
2. It would stipulate the minimum time in which delivery could be required on a rated order.

NPA officials said the committee "generally approved the proposed order." According to a release to the press after the meeting, "it was pointed out that leather production has increased approximately 10 percent this year over last year, and that present demands indicate a sufficient supply of all types to meet all requirements."

Presiding officer of the advisory committee was Julius Schnitzer of NPA's new Textile and Leather Division, long the Commerce Depart-

ment's expert on leather matters. He authorized the following comment:

"I do not think there has been any serious impact on the leather industry as a result of the emergency, but a bottleneck could develop if defense orders are not distributed proportionately."

For the purpose of the coming order, a producer of leather was defined as "any person engaged in tanning, currying or finishing leather for his own account, whether for sale or for fabrication into leather products, or who has tanning done by others for his account. It also includes any person engaged in cutting sole leather for sale."

Hush-hush Atmosphere

The committee met in a hush-hush atmosphere, with much of its discussions termed "classified information." Supplies of leather is one such field that the government prefers to keep confidential.

NPA did not release names and agency connections of the various military personnel who attended the meeting. This reflects a growing tendency in Washington toward unofficial censorship, a filtering of the news for security reasons.

Industry representatives present were: C. L. Haselton of Armour Leather Co., Chicago; Arthur Gebhardt of A. L. Gebhardt Co., Milwaukee; Sturgis Stout, of John R. Evans Co., Camden, N. J.; David Laub, of Geo. Laub's Sons, Buffalo; Sherwood Gay, of Blanchard Bro. & Lane, of Newark, N. J.; Harold Connett of Surpass Leather Co., Philadelphia; Jewett Neiley of Endicott-Johnson Corp., New York City.

Fred Arnold, of Jones & Naudin Co., Gloversville, N. Y.; Erhard Buettner of Pfister & Vogel Tanning, Milwaukee; Saul Nectow, of A. C. Lawrence Leather Co., Peabody, Mass.; Richard Stewart of Leas & McVitty, Inc., of Philadelphia; and Everett Pervere of Howes Leather Co., Boston.

The meeting came at a time when segments of the leather and shoe industry were highly concerned and nervous about runaway prices. These have been soaring week by week for the past half dozen weeks. Early last

week the Bureau of Labor Statistics of the Labor Department, said this of hide prices: "They reached 37.8 cents a pound, the highest price since November, 1947."

Also, the bureau's wholesale price index reflects the steady rise of some items. Using 1926 as the base equal to 100, the index shows for "hides and skins" a listing of 238.2 in August, 264.7 in September, and 266.5 in Oct., wholesale index on leather for these three months showed respectively: 192.3; 196.8; and 201.3.

NPA officials stressed that the new committee has no official concern over leather prices as such, and emphasized that there was no talk of price controls, which are the field of another government agency. NPA is concerned only with the supply and use of leather for defense, no matter what it may cost.

Furthermore, NPA dispelled rumors in the trade to the effect that it was "frightened by the price rise" and for that specific reason called this meeting. Reporters were told that this was merely a meeting called two weeks ago (before the new Korea crisis) for the purpose of completing an organized advisory committee.

Price controls may be still distant but DO orders and probably allocation and similar controls are approaching. The experts claim that no real crisis as to supply faces the industry for at least three more months—ruling out the price problem, which is "another story" entirely.

ARMY AWARDS LEATHER CONTRACTS THREE WAYS

Awards have been made by the New York Quartermaster Procurement Agency, 111 East 16th Street, New York 3, N. Y., on QM-30-280-51-351, covering Item 1—Leather, horsehide, cream, heavyweight, 4½ to 5 oz.; Item 2—Leather, case, russet, 5 to 6 oz.; and Item 3—Leather, calfskin, natural russet, medium weight, 2 to 2½ oz., as follows:

Steinberg Brothers, Inc, New York, N. Y., 1,000 fronts, approx. 18,000 sq. ft., \$.45 sq. ft. Item 1.

New Jersey Tanning Co., Inc., Newark, N. J., 1,000 sides, approx. 24,000 sq. ft., .656 sq. ft. Item 2.

A. F. Gallun & Sons Corp., Milwaukee, Wisconsin, 2,000 skins, approx. 27,000 sq. ft., .918 sq. ft. Item 3.

Directive quantity: Item 1—1,000 fronts; Item 2—1,000 sides; and Item 3—2,000 skins. This procurement is for the U. S. Army.

MILITARY BIDS AND AWARDS

The Army and Marine Corps are calling for bids on 752,080 pairs of Felt Insoles, Extra-large, with delivery schedules up to February 1951, for the Army, and till the first of the year for the Marines. The details follow:

Felt Insoles

December 5, 1950 — QM-30-280-51-896 — 577,080 pairs Insoles, felt, extra-large. Stock No. 72-1-580; ASP No. 45290; FOB Origin; Delivery Schedule: 100,080 pairs by December 1950; 234,000 pairs by January 1951; 243,000 pairs by February 1951; Tentative destinations: 400,000 pairs to Auburn, Wash.; 177,080 pairs for Schenectady, N. Y. Opening New York, 3:30 P.M.; for the Army.

December 5, 1950 — QM-30-280-51-897 — 175,000 pairs Insoles, felt, extra-large. Stock No. 72-1-580; ASP No. 45290; Destination: 12,500 pairs Marine Corps Warehouse, Philadelphia, Pa.; 75,000 pairs, Marine Corps Supply Depot, Camp Lejeune, N. C.; 87,500 pairs, Marine Corps Depot, San Francisco, Cal. Delivery desired by January 1, 1951; Acceleration desired wherever possible. Opening New York, 3:30 P.M.; for the Marine Corps.

Rubber Boots

December 5, 1950 — Navy Invitation No. 7770 — Item No. 1 — 1,000 ea. boots, neoprene compound. Item No. 2—Necessary mold, with sufficient cavities to meet delivery schedule, and curing mandrels for manufacture of item No. 1; material to be furnished shall be delivered to USN Underwater Sound Laboratory, Fort Trumbull, New London, Conn. Item No. 1 at rate of 200 per week, beginning 30 days after date of contract, until complete. Item No. 2 shall be forwarded with final delivery of item No. 1. DO Rating. Opening, New York 10 A.M.; for the Navy.

Chamois Leather

December 7, 1950 — QM-30-280-51-855 — 5,700 leather chamois, type 1, selection 2, sizes B, D, F; for delivery to Philadelphia Quartermaster Depot on or before December 31, 1950. Opening, New York, 2:30 P.M.; for the Army. This is a reissue of the previous bid invitation No. 683 for which no bids were received.

Munson Lasts

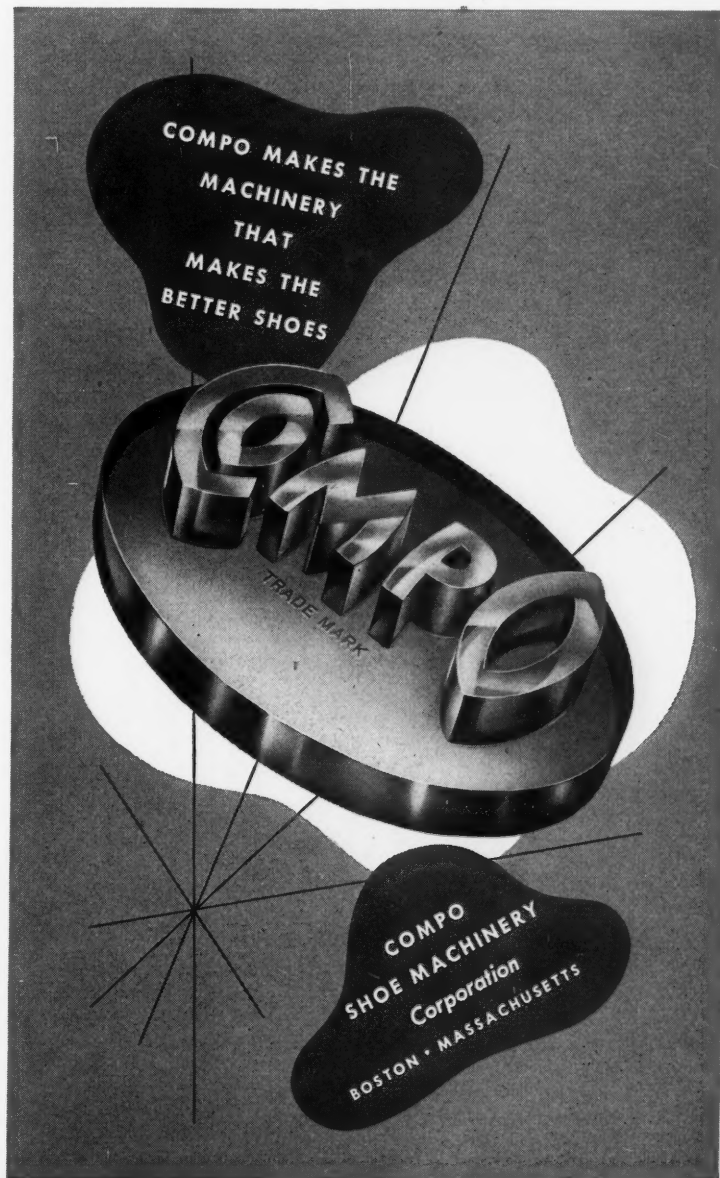
December 7, 1950 — QM-30-280-51-893 — 63,696 pairs lasts, hinge, Munson, for welt service shoes M-1949, ASP No. 49720. Made from either (a) solid maple blocks, or (b) laminated blocks. For delivery to Philadelphia Quartermaster Depot, 31,848 pairs by January 31, 1951, and 31,848 pairs by February 28, 1951. Acceleration desired. DO Rating. Opening, New York, 1:30 P.M.; for the Army.

Mukluk Boots

December 11, 1950 — QM-30-280-51-881 — 7,000 pairs Boots, Mukluk, EX-50-7, felt insoles; 500 large, 3,900 medium, 2,600 small. For delivery Marine Corps Warehouse, Philadelphia, Pa., by February 28, 1951, or sooner. Acceleration requested. Do not bid by sizes. DO Rating. Opening, New York, 1:30 P.M.

CANCEL INSOLE BID

The Army Quartermaster has cancelled bid Invitation QM-30-280-51-622 which called for 175,000 pairs of insoles and which was opened on November 6, 1950. There were four bidders, all of which submitted bids containing alternate specifications.



OPEN LASTS BIDS

Thirteen bidders offered to supply 162,300 pairs of shoe lasts at the opening this week of Navy Invitation 7632 calling for 25,000 pairs of lasts. Western Last Co., St. Louis, Mo., was low bidder at \$3.24 per pair. The complete listing of bidders follows:

Sterling Last Corp., N. Y. C.; 7,500 pairs at \$3.45; 60 days acceptance, net.

McNichol & Taylor Inc., Lynn, Mass.; 7,500 pairs at \$3.43; 20 days acceptance, 2% in 30 days.

Jones & Vining Inc., Brockton, Mass.; 15,000 pairs at \$3.35; 60 days acceptance, net.

Geo. E. Belcher, Stoughton, Mass.; entire quantity at \$3.793; ten days acceptance, net.

Morton Last Co. Inc., Cincinnati, O.;

15,000 pairs at \$3.39; 60 days acceptance, net.

United Last Co., Boston, Mass.; 15,000 pairs at \$3.534; 60 days acceptance, net.

The Vulcan Corp., Portsmouth, O.; entire quantity at \$3.365 (from Brockton plant) at \$3.405 (Portsmouth plant) at \$3.425 (St. Louis plant); 60 days acceptance, net.

Woodward & Wright Last Co., East Bridgewater, Mass.; 10,000 pairs at \$3.74; 60 days acceptance, 2% in ten days.

Mississippi Valley Last Co., St. Louis, Mo.; 5,000 pairs at \$3.823; 60 days acceptance, 2% in 30 days.

Western Last Co., St. Louis, Mo.; 15,000 pairs at \$3.24; 20 days acceptance, 2% in 30 days.

Clifford Heggs, Manchester, Mo.; 1,100 pairs of size 8D at \$3.80, and on 1,200 pairs of size 8½D also at \$3.80; 60 days acceptance net.

Arnold Bros. & Co., East Weymouth, Mass.; 15,000 pairs at \$3.50; 60 days acceptance, net.

D & W Last Co. Inc., North Revere, Mass.; 5,000 pairs at \$3.42; 20 days acceptance, net.

SHOE MANUFACTURERS ELECT NEW DIRECTORS

The following were elected as Directors of the National Shoe Manufacturers Association for three years.

Leo Goodkind, Lucille Footwear Co.; W. W. Kiss, Pied Piper Shoe Co.; S. L. Slosberg, Green Shoe Mfg. Co.; James E. Wall, Wall-Streeter Shoe Co.; Harold M. Florsheim, The Florsheim Shoe Co.; Alfred F. Donovan, E. T. Wright & Co., Inc.; A. J. Brauer, Jr., Brauer Bros. Shoe Co.; Clyde E. Gerberich, Gerberich-Payne Shoe Co.; T. R. Simons, Weyenberg Shoe Mfg. Co.; Jerome M. Kushins, Kushins, Inc.; and Saul L. Katz, Hubbard Shoe Co.

NEOLITE MOVES INTO BETTER WOMEN'S SHOES

Neolite soles are now for the first time moving into women's price lines above \$12.95. The soles are being used on a \$16.95 line made by the Arch Preserver Division of Selby Shoe Co., Portsmouth, Ohio, and distributed through the Lane Bryant store in New York.

In advertising the shoes locally, Lane Bryant featured the Neolite Soles in the copy. The shoes were offered at a "limited anniversary price" of \$12.90.

ALCA HOLDS MEETING

At a recent meeting of the Council of the American Leather Chemists Association it was voted that no ALCA contributions would be made to the Dorothy Jordan Lloyd Memorial Fund, which is being solicited by the British Association of leather chemists for the purpose of establishing scholarships on an international basis for the advancement of leather chemistry.

In a recent poll by the ALCA in regard to whether the organization's annual conventions will be held in resort type hotels or city hotels, about one-third of the membership responded. Of these, 80 percent are in favor of continuing present practice in regard to Convention sites.

The Council elected to establish a Winheim Award, in commemoration of the late Ade Winheim. The Award will be given biennially to the student presenting the best paper on leather chemistry. Five such awards will be given, each valued at \$100. Further details of making the awards are being worked out.

COMPARATIVE LEATHER PRODUCTION FIGURES

CATTLEHIDE LEATHERS (In 1,000 hides)

| | Total Cattle Hides | Sole | Upper | Belting, Mechanical | Harness Saddle | Bag Case, Strap | Upholstery | All Others** |
|--------|--------------------|-------|-------|---------------------|----------------|-----------------|------------|--------------|
| 1939 | 22095 | 7833 | 12124 | 531 | 477 | 387 | 510 | 233 |
| 1940 | 21070 | 7032 | 11582 | 675 | 524 | 382 | 601 | 272 |
| 1941 | 28121 | 9080 | 15600 | 1064 | 650 | 581 | 699 | 448 |
| 1942 | 30828 | 10432 | 15598 | 1213 | 637 | 936 | 386 | 1625 |
| 1943 | 25656 | 8290 | 13073 | 1292 | 632 | 800 | 231 | 1338 |
| 1944 | 26152 | 8420 | 13002 | 1439 | 613 | 629 | 232 | 1818 |
| 1945 | 27566 | 8525 | 14567 | 1324 | 556 | 572 | 272 | 1750 |
| 1946 | 26905 | 8510 | 14057 | 1158 | 510 | 827 | 378 | 1465 |
| 1947 | 28824 | 8924 | 15529 | 1134 | 440 | 813 | 529 | 1455 |
| 1948 | 26070 | 8016 | 14213 | 1004 | 270 | 760 | 594 | 1213 |
| 1949 | 23332 | 6384 | 13753 | 759 | 227 | 674 | 461 | 1074 |
| 1950— | | | | | | | | |
| Jan. | 1880 | 492 | 1124 | 50 | 14 | 60 | 48 | 92 |
| Feb. | 1955 | 528 | 1152 | 52 | 15 | 62 | 50 | 96 |
| Mar. | 2115 | 585 | 1229 | 54 | 17 | 69 | 53 | 108 |
| April | 1853 | 497 | 1069 | 52 | 17 | 62 | 50 | 106 |
| May | 1949 | 521 | 1129 | 49 | 19 | 61 | 55 | 115 |
| June | 2070 | 528 | 1223 | 60 | 18 | 60 | 60 | 121 |
| July | 1698 | 402 | 1012 | 57 | 17 | 60 | 54 | 96 |
| Aug. | 2298 | 546 | 1399 | 77 | 18 | 78 | 63 | 117 |
| Sept.* | 2083 | 488 | 1268 | 74 | 16 | 72 | 58 | 107 |

*Preliminary

**Data from 1942 forward not directly comparable with previous data.

CALF, KIP, GOAT, KID, SHEEP AND LAMB LEATHERS (In 1,000 hides)

| | Calf, Kip | Goat, Kid | Total Sheep, Lamb | Sheep Leathers Glove, Garment | Shoe | Shear-lings | All Others |
|-------|-----------|-----------|-------------------|-------------------------------|-------|-------------|------------|
| 1939 | 14027 | 40419 | 38914 | 18420 | 11604 | 2563 | 6327 |
| 1940 | 11387 | 37697 | 37920 | 17725 | 9966 | 3322 | 6907 |
| 1941 | 13098 | 45373 | 51915 | 22542 | 14166 | 5779 | 9428 |
| 1942 | 12264 | 41127 | 53629 | 19459 | 14983 | 9596 | 9591 |
| 1943 | 11112 | 37351 | 59315 | 20415 | 15474 | 11210 | 12216 |
| 1944 | 10930 | 34653 | 53976 | 20370 | 15040 | 6690 | 11876 |
| 1945 | 11636 | 24026 | 52450 | 17294 | 17153 | 6508 | 11495 |
| 1946 | 10836 | 24123 | 47999 | 15781 | 13349 | 9923 | 8918 |
| 1947 | 12471 | 37188 | 36535 | 11265 | 12498 | 5409 | 7363 |
| 1948 | 10480 | 37970 | 33492 | 10419 | 11392 | 4993 | 6688 |
| 1949 | 10173 | 34774 | 28644 | 8411 | 9998 | 4498 | 5737 |
| 1950— | | | | | | | |
| Jan. | 927 | 3016 | 2193 | 552 | 815 | 338 | 488 |
| Feb. | 885 | 2960 | 2675 | 860 | 934 | 376 | 505 |
| Mar. | 902 | 3507 | 2257 | 834 | 858 | 870 | 495 |
| April | 814 | 2821 | 2625 | 915 | 874 | 395 | 441 |
| May | 829 | 3206 | 2720 | 916 | 878 | 449 | 447 |
| June | 923 | 3329 | 2653 | 866 | 806 | 468 | 513 |
| July | 584 | 2670 | 1989 | 655 | 625 | 390 | 319 |
| Aug. | 1052 | 3260 | 3373 | 1174 | 1084 | 512 | 603 |
| Sept. | 930 | 2862 | 2832 | 911 | 955 | 436 | 530 |

GENERAL SHOE BIDS LOW ON 1,200,000 PAIRS COMBAT BOOTS

Despite the short notice, a total of 18 firms turned in bids this week on QM-30-280-51-817, the Army's recent invitation calling for 1,200,000 pairs of russet combat service boots. When the smoke had cleared, General Shoe Corp., Nashville, Tenn., was revealed as low bidder. Bids totaled 1,573,000 pairs with delivery scheduled from Dec. 1950 to June 1951.

Following are bidders, quantities and prices on Item 1 (domestic pack) and Item 2 (overseas pack):

H. C. Godman Shoe Co., Columbus, O.—Item 1; 35,000 pairs at \$9.94, 96,000 pairs at \$8.81, and 96,000 pairs at \$8.92. Item 2; 25,080 pairs at \$8.80.

Hubbard Shoe Co., Rochester, N. H.—Item 1; 40,000 pairs at \$9.25.

Doyle Shoe Co., Brockton, Mass.—Item 1; 10,000 pairs at \$9.97.

Brown Shoe Co., St. Louis — Item 1; 100,000 pairs at \$8.89, 100,000 pairs at \$8.99, and 200,000 pairs at \$8.935.

J. F. McElwain Shoe Co., Nashua, N. H.—Item 1; 150,000 pairs at \$8.69.

International Shoe Co., St. Louis—Item 1; 240,000 pairs at \$9.66.

General Shoe Corp., Nashville, Tenn.—Item 1(a); 120,000 pairs at \$8.65, 1(b); 60,000 pairs at \$8.95, Item 2; 50,160 pairs at \$8.94.

E. J. Givren Shoe Co., Inc., Rockland, Mass. — Item 1; 35,000 pairs at \$9.14, 35,000 pairs at \$9.39, 30,000 pairs at \$9.64, and 100,000 pairs at \$9.39.

Gardiner Shoe Co., Gardiner, Me. — Item 1; 50,000 pairs at \$9.19.

Allen-Squire Shoe Co., Spencer, Mass. —Item 1; 60,000 pairs at \$8.97.

Albert H. Weinbrenner Shoe Co., Milwaukee, Wis.—Item 1; 112,128 pairs at \$8.93.

G. H. Bass & Co., Wilton, Me.—Item 1; 23,000 pairs at \$9.59.

Joseph M. Herman Shoe Co., Millis, Mass.—Item 1; 46,000 pairs at \$9.59.

Huth-James Shoe Co., Wampun, Wis.—Item 1; 20,000 pairs at \$9.24, or 20,000 pairs at \$8.74.

R. P. Hazard Shoe Co., Augusta, Me. —Item 1; 25,080 pairs at \$8.80, or Item 2; 25,080 pairs at \$8.30.

J. M. Connell Shoe Co., South Braintree, Mass.—Item 1; 25,000 pairs at \$9.47.

Belleville Shoe Co., Belleville, Wis.—Item 1; 40,000 pairs at \$8.84.

POPULAR PRICE

(Concluded from Page 20)

some increases. It looks like a good spring for us."

On the other hand, A. P. Hallman of Miller, Hess & Co., Inc., Akron, Pa., maker of women's and growing girls' sport and novelty shoes, said, "Prices are up already 20 percent with us and probably will go higher. Sales to wholesalers, our principal customers, are below last year and proceeding slowly."

Paul Kleven of Klev-Bro. Shoe Mfg. Co., Derry, N. H., manufacturers of women's cemented novelties retailing at \$6.00, reports sales to chains and large retailers have been good. Small retailers have been extremely slow to buy. Prices are up 12 percent since June and heading up shortly.

A. W. Berkowitz of Bourque Shoe Co. Inc., Raymond, N. H., maker of women's cemented and California dress, work and playshoes, retailing at \$4.00-\$6.00, also finds sales to large retailers good, slow to the smaller. Prices are up 10-15 percent since Korea. Bourque is selling ahead to February 1 delivery, will quote prices only till then.

It is the smaller women's shoe manufacturers selling mainly to the smaller retailers who feel today's pinch. Sales of women's shoes will make or break the average retailer's Easter. March 25 is an early Easter.

Yet these retailers are still saddled with large inventories of staples, have little free capital to gamble on always-questionable Spring styles. The outlook is far from promising.

Supply Problems

At a press conference held November 27, shortly before news of Red China's full-scale invasion of Korea hit the headlines, Julius G. Schnitzer, chief of the Commerce Department's Hide and Leather Bureau, stated military demands on rawstock and leather during 1951 should not curtail civilian output. Schnitzer foresaw a military output of eight million pairs of boots and shoes for all of 1951 as against a total industry output of 490-495 million pairs.

On this same subject, Jack M. Schiff, vice president of the National Association of Shoe Chain Stores, and Frank S. Shapiro, president of the New England Shoe and Leather Association, predicted a national output of 480 million pairs for 1950, said there are "enough shoe-making materials available to make all the shoes for both civilian and military requirements."

Schiff, who is also an executive of the Shoe Corp. of America, Cincinnati chain, added that "only the indirect influence from tremendously expanded defense production throughout the country could create any real problem in our industry."

Leading manufacturers concurred in predicting slightly increased pair-

age sales next spring and "about 10 percent more dollar volume at retail." Expanded payrolls and shrinking supplies of hard goods items were cited as reasons for this increase. Price rises averaging 50 cents to \$1.00 at retail were also forecast for popular price shoes next spring.

Speculative activity on hide exchanges, often by traders from the outside, was largely blamed for hide price rises which have seen light native cows rise almost 50 percent since June. Maxwell Field, executive vice president of the New England Shoe and Leather Association, said the Association had gone on record as favoring controls of the hide commodity exchange to help stabilize footwear prices.

Edward Atkins, executive secretary of the National Shoe Retailers Association, co-sponsor with the New England Association of the Show, said his group had not yet taken a position on this.

Field stated that current military shoe requirements, including the recent call for 1,200,000 pairs of combat boots and large shoeboxes would not hit civilian factory schedules, although it might strain leather innersole and midsole supplies.

Whether the unexpected turnabout in Korea would effect all forecasts and outlooks was something only the future could tell. Shoe manufacturers could do little but proceed with present plans. Industry-wide controls now loomed closer on the horizon. Few at the Show cared to speculate on the possibility of World War III.

HIDE PRICES DECLINE

Big Four Packers sold 52,000 hides off 1/2c, first decline in seven weeks. Sales included 22,000 light cows, Chicago and Northern 36 1/2c; heavy average River 37c; light average River 37 1/2c; 1 car Ft. Worth light cows 42 1/2c, Chicago basis.

13,000 heavy cows sold 1/2c off, Chicago and Rivers 34c; St. Pauls 34 1/2c; Southwestern branded cows sold 1/2c off. Omaha—Sioux City—St. Joe, 34c; St. Paul 34 1/2c, Chicago basis.

Other business small sales. 1,600 light native steers 37 1/2c. 1,000 Omaha extreme light native steers 39 1/2c. Both off 1/2c.

No business in branded steer selections, bids off 1c. Northern branded cows bid full cent off at 33c but packers refusing, yet willing to do business at 1/2c decline, 33 1/2c, Chicago basis.

CARR SUEDE

CARR BUCK

Black & Colors

CARR LEATHER CO.
69 SOUTH ST.
BOSTON
TANNERIES AT PEABODY

A. H. ROSS & SONS

Since 1888
Specialty Leathers
Side—Horse
Well known Tannages

KLENZETTE
ANILETTE
ROSS-ETTE
and the popular

ORIGINAL GENUINE
Kleenette
WASHABLE LEATHER

This tag attached to shoes uppers with Kleen-ette.

A. H. Ross & Sons Co.
Chicago 22, Illinois

BOSTON: Merchant-Lovely
NEW YORK CITY: Bonham & Samuelson
PHILADELPHIA: Schenck Leather Co.
SAINT LOUIS: Meier & Henry Leather Co.
MILWAUKEE: Edward A. Valtbrecht, Jr.
LOS ANGELES: A. J. & R. E. Cook
CINCINNATI: J. E. Truitt

LEATHER MARKETS SHOW LESS ACTIVITY BUT PRICES HOLD FIRM

Uncertain Market, Shoe Show Combine To Hold Back New Orders

Steady prices discourage active trading. Tanners report moderate sales in calf and side leathers. Sheep now between seasons.

Sole Leathers Steady

Boston sole leather tanners report stabilized prices for first week in some time. Sales slow, however, as many shoe manufacturers attend Popular Price Shoe Show. International situation and fluctuating market prompts buyers to hold off new orders, await new developments. Many look for early Government action on controls but this is speculation only. Others await results at Show. Some tanners still ask 90c and down for under 8 iron bends, 81c and down for 8-9 irons, 75c and down for 9-10 irons.

Light Bends: 86-90c
Medium Bends: 77-81c
Heavy Bends: 71-75c

Philadelphia sole leather tanners say situation this week same. Findings quite dead. Some business for factory bends and good demand for heads and bellies. Shortage continues. Prices continue at high level quoted last week, with no indication of any decrease possible.

Offal Slower

Boston sole offal market finds trading much slower this week. General feeling is that activity will not resume on full scale until situation stabilizes a bit more. Popular Price

Show sales may prove stimulant, it is hoped. In the meantime, prices hold at last week's levels. One tanner, however, reported to have sold bellies at 55c top. Most ask 54c. Other prices as quoted below:

Bellies: Steers: 52-55c; Cows 51-54c

Single shoulders, heads on:

Light, 68-70c, Heavy, 55-60c

Double rough shoulders: 80-90c

Heads: 32-35c

Fore Shanks: 40-42c

Hind Shanks: 42-45c

Calf Steady

Calf leather tanners report fair sales and steady prices in Boston this week. Activity on calfskin market bolsters tanners' stand on prices. However, better sales are made well below top prices quoted. Many tanners do not have leather to sell in top brackets, find fair sales in cheaper grades. Women's weight smooth calf moving fairly well at \$1.15 down; volume below this. Men's weights moderately active around these figures. Suede calf still quoted at \$1.35 and down but buying interest centered well below this.

Men's weights: B \$1.10-1.27; C \$1.04-1.22; D 94c-\$1.16; X 89c-\$1.06; XX 86c.

Women's weights: \$1.10 to 1.25; C \$1.00-1.10; D 95c-\$1.05; X 85c-\$1.00; XX 70c-83c

Suede: \$1.25-1.35; 1.20-1.25; 1.10-1.15

Price and Trends of Leather

| KIND OF LEATHER | THIS WEEK | MONTH AGO | YEAR AGO | 1949 HIGH |
|----------------------------------|---------------|---------------|-----------|-----------|
| CALF (Men's HM) | 1.10-1.30 | 1.10-1.30 | 90-1.06 | 95-1.15 |
| CALF (Women's) | 1.00-1.25 | 1.00-1.25 | 85-1.06 | 90-1.10 |
| CALF SUEDE | 1.20-1.35 | 1.20-1.35 | 1.10-1.20 | 1.05-1.30 |
| KID (Black Glazed) | 80-1.17; 1.25 | 80-1.17; 1.25 | 70-1.00 | 70-1.00 |
| KID SUEDE | 80-95 | 80-93 | 70-88 | 70-90 |
| PATENT (Extreme) | 56-74 | 56-74 | 48-56 | 56-66 |
| SHEEP (Russet Linings) | 19-32 | 19-28 | 18-22 | 19-23 |
| KIPS (Corrected Reg. Finish) | 72-80 | 64-73 | 57-61 | 57-61 |
| EXTREMES (Corrected Reg. Finish) | 58-66 | 54-62 | 45-53 | 48-53 |
| WORK ELK (Corrected) | 59-65 | 57-62 | 44-50 | 52-56 |
| SOLE (Light Bends) | 87-90 | 78-82 | 64-66 | 68-72 |
| BELLIES | 51-55 | 46-50 | 43-46 | 44-48 |
| SHOULDERS (Dble. Rgh.) | 80-90 | 72-80 | 64-70 | 64-72 |
| SPLITS (Lt. Suede) | 36-41 | 36-41 | 37-43 | 39-44 |
| SPLITS (Finished Linings) | 20-26 | 20-26 | 20-23 | 22-24 |
| SPLITS (Gussets) | 17-22 | 17-22 | 17-20 | 19-20 |
| WELTING (1/2 x 1/4) | 12 | 11 | 9 | 9 1/2-10 |
| LIGHT NATIVE COWS | 36-37 | 34-35 | 25-26 | 29 1/2 |

All prices quoted are the range on best selection of standard tannages using quality rawstock.

Kid Leather Steady

Tanners of Philadelphia report activity at last week's level. Glazed outsells suede and tanners sell it at the entire price range, also at last week's level. Black, brown and blue named as most active. Suede selling mainly in lower brackets in black and brown. Some sale of colors such as blue and red in higher brackets. Price lists unchanged. Slipper shows some activity at prices which remain firm. Nothing new in linings; nothing about crushed or satin mats.

Europe outrageously outbidding American tanners and not only getting pick of skins but forcing skin prices sky high. General feeling that if European tanners can pay such prices, why can't Americans? Some tanners blame ECA funds for this situation, feel nothing can be done so long as these funds are used in this way. This past year has yielded little profits. No solution is imminent.

Current Average Prices

Suede: 35c-95c
Glazed: 32c-1.15c; 1.25
Linings: 26c-60c.
Slipper: 35c-75c
Crushed: 40c-70c
Satin Mats: 50c-1.20

Sheep Between Seasons

Sheep leather tanners in Boston report sales slump. This is seasonal slump, however, according to most. Prices show no signs of weakening as rawstock market continues even stronger. Early 1951 Easter expected to revive sheep leather buying by mid-Dec. Meantime, tanners keep busy on some old orders, receive some business from cowboy boot manufacturers. Prices unchanged from last week.

Russet linings: 32, 30, 28, 26, 24, 22, 20, 18, 16, 15c
Colored vegetable linings: 30, 28, 26, 24, 21, 19, 17, 15c
Hat sweat: 30, 28, 26, 24c
Chrome linings: 34, 32, 30, 28, 26c
Garment grains: 27, 25, 23, 21c
Garment suede: 28, 26, 24, 22c

Sides Fair

Boston side leather tanners find business slower this week. Some good orders are placed here and there but activity is not up to recent weeks. Prices, however, remain firm with some tanners who failed to meet last week's rises now upping their prices to market level. Not too much price resistance seen from buyers but shoe manufacturers appear to be waiting for market situation to clarify further before ordering anew. Sales at Popular Price Shoe Show expected to boost buying in week or two. Mean-

time, there are enough old orders around to keep most tanners busy.

Heavy Aniline Extremes: B 68-73;
C 66-69; D 60-63c

Other Finishes

Corrected Kips: B 72-80; C 69-76;
D 65-72; X 60-69c
Corrected Extremes: 58-66; 55-64;
52-62; 48-58c
Corrected Large: B 55-63; C 53-61;
D 51-59; X 48-55c
Work Elk: 59-65; 57-63; 55-61c

Splits Fair

Boston splits tanners report prices steady, sales moderate. This means few price changes from last week despite slowed trading on hide market and market confusion. Many buyers away this week but some sales made after a bit of haggling. Suedes continue moderate activity at 41c and down for lights; slower at 47c and down for heavies. Gussets still fair at 17-22c; retan soles also find some takers between 30-40c. Finished linings a little dull; tanners asking 26c and down.

Light suede: 36-41; 34-39; 32-36c
Heavy suede: 43-47; 41-43; 38-40c
Retan sole: 40, 38, 35, 33, 30c
Finished linings: 19-21; 20-23; 22-26c
Gussets: 17-22c
Pickled Heavy, 14-15c lb.; Light, 12½-13½ lb.
Blue splits: Heavy, 15-17c lb.; Light, 13-14c lb.

Bag, Case and Strap Leather

While leather business in bag, case and strap in the Midwest slow, top prices obtained in almost every transaction. High cost of raw materials, in addition to a high cost of replacement, tanners getting top money.

Last week, and week before, there were strong indications prices would be revised upwards. However, with last week's market in raw materials bringing just steady money, rather than additional price advances, tanners currently quoting unchanged price listings.

2½ ounce case: 55, 52, 49c
3 ounce case: 58, 55, 52c
4 ounce strap: 69, 66, 63c
5 ounce strap: 73, 70, 67c
6 ounce strap: 77, 74, 71c

Work Glove Leathers Firm

Despite all the sharp advances in raw materials during recent weeks, tanners here in the Midwest are still quoting work glove leather splits at 21, 20 and 19c, for No. 1, 2 and 3 grades, of LM weight.

Some sales reported at a 1-cent higher range, namely, 22, 21 and 20c,



CRYSTAL VEALS

★

... Selected
full grain
aniline
veal sides



**For Dependable
Sole Leather**

LOOK to LAUB

● For several generations shoe manufacturers have looked to Laub for dependable sole leather to produce longer wearing shoes. Headquarters for.

✓ Bends ✓ Bellies
 ✓ Shoulders
Rough Double Shoulders

It might be well that you too investigate Laub products — the products of over 100 years experience in tanning.

GEO. LAUB'S SONS

TANNERS SINCE 1846

BUFFALO 6, N. Y.

AGENCIES

BOSTON: Merrihew & Company
GREATER NEW YORK: Thomas Leather Co.
PHILADELPHIA: Earl C. Cookman Co.
CHICAGO: Ralph E. Nigg & Mark Steinberg
ST. LOUIS: George E. Morris & Co.
LOS ANGELES: Russ White Co.



WELTING and SPECIAL LEATHERS

QUAKERTOWN, PENNSYLVANIA

Agencies in Principal Centers in the United States and throughout the world

You'll Always be RIGHT with REES

Transmission, Bridle, Strap,
Hydraulic Leathers

Oak, Chrome, Combination Tan

HANS REES' SONS

39 Frankfort St.
New York 7, N. Y.

Tannery at
Asheville, N. C.

SUPEREES-the superlative leather!

KORN LEATHER COMPANY

TANNERS OF

Splits

FOR EVERY PURPOSE

Side Leather

MEN'S AND WOMEN'S
IN THE POPULAR PRICED RANGE

PEABODY, MASS., U. S. A.

these sales for better quality production, rather than average production. While sales are made, demand from work glove manufacturers not very strong, with production moving at a normal and seasonal rate.

Horse Shanks (40-45 avg. ft. per doz.) 28-30c per sq. ft.

Horse Shanks (50-55 avg. ft. per doz.) 29-31c per sq. ft.

Cow Bellies (40-45 avg. ft. per doz.) 28-30c per sq. ft.

Cow Bellies (50-55 avg. ft. per doz.) 30-32c per sq. ft.

Shoulder Splits (No. 1, 2, 3) (per lb.) 60, 50, 40c

Glove Splits (L-M) (No. 1, 2, 3) 21, 20, 19c

Garment Leathers Quiet

Current off-season for garment leathers, including sheep, horse, etc., has limited trading in finished leathers to bare minimum. Now too late in season for garment manufacturers to meet Winter consumer demand, still too early for volume buying for coming Spring and Summer. Consequently, only some pre-sampling buying for Spring needs has been affected, at prices generally in line with those quoted below. In most instances, tanners quoting unchanged price list. Price will depend upon individual quality involved and quantity of the order.

Suede garment leather: 32, 30, 28c

Grain garment leather: 31, 29, 26c

Horsehide leather (avg.) 36, 38c

Better horsehide grades 40, 42c

Glove Leathers Stronger

Cold weather has had a stimulating effect on Glove sales. This increased activity has had little effect on leather sales. One tanner shaved his prices two cents a foot in spite of replacement costs. Glove manufacturers have limit on what they can pay and refuse to go higher.

Outlook for Spring has improved considerably due to Government requirements ready for bidding. Understood that huge requisitions about to be made.

Suedes in Spring colors selling better than expected: The Domestic variety brings 42c for the tops and 28c for the seconds. Hair type suedes sell from 85c per foot down. Men's Grey suedes are quoted at 36c for a top selection of lined and unlined. Some call for light weight domestic grains for children's gloves. Top grades bring 32c.

Top grade pigskins are still scarce and sell at premium. Mochas seem to have disappeared from market.

Belting Leather Steady

Philadelphia belting leather tanners say last week's situation continues. While prices are available for some weights in butt bends and shoulders, they are so high that tanners are finding few buyers. An average quotation for shoulders was still 87c while some figures for bends quoted as high as 1.25 in some weights. This shows some stabilization of prices on paper, tanners say these quotations subject to change. Tanners cannot lower prices, can find little market at these high prices.

Philadelphia curriers report business is also at same level. Very few orders coming in. Salesmen report factories practically down to nothing but will not order, or will order as little as possible. Reason is prices which curriers were forced to adjust to keep up with the high rising prices of hides and rough leather. Controls of some kind expected and the situation has developed wherein they will be necessary to stop the packers.

CURRENT BELTING PRICES

| | | |
|--|---|--|
| No. 2 ex. heavy 1.16 | No. 3 ex. heavy 1.11 | |
| No. 2 ex. light 1.25 | No. 3 ex. light 1.20 | |
| Curried belting | Best Selec. 2nd 3rd | |
| Butt bends | 1.42-1.55 1.38-1.43 1.30-1.32 | |
| Centers 12" | 1.72-1.90 1.62-1.83 1.35-1.40 | |
| Centers 24"-28" | 1.67-1.87 1.61-1.80 1.35-1.47 | |
| Centers 30" | 1.61-1.80 1.56-1.74 1.35-1.44 | |
| Wides sides | 1.32-1.46 1.28-1.41 1.20-1.21 | |
| Narrow sides | 1.25-1.30 1.20-1.23 1.10-1.19 | |
| Premiums to be added: ex. heavy 10c; light 5c-7c; ex. light 14c-15c. | | |

— 0 —

TANNING MATERIALS FIRM

Divi-Divi unavailable until new crop ready in Jan. or Feb. Situation very tight on Wattle Bark and stocks scarce. Quotations depend upon type of packing. Myrobalans easier. Ocean freight rates will be advanced Jan. 1 by 15%.

Tanning Extracts firm, prices unchanged. Tanning Oils market is steady with quotations showing no change over last week.

Raw Tanning Materials


| | |
|---------------------------------|-----------------|
| Divi-Divi, shipment, bags | \$35.00 |
| Wattle bark, ton | |
| "Fair Average" | \$72.00-\$95.00 |
| "Merchantable" | \$69.50-\$75.00 |
| Sumac 25% leaf | \$48.00-\$90.00 |
| Myrobalans, 1. 1s | \$6.00-\$7.50 |
| (Crushed \$73.00-\$74.00) 1. 2s | \$39.00-\$39.00 |
| R. 1s | \$19.00-\$50.00 |
| Valonia Caps. 30-32% guaranteed | \$4.00 |
| Valonia Bear's | \$40.00 |
| Mangrove Bark, 30% So. Am. | \$52.00 |

Tanning Extracts

| | |
|---|----------|
| Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant | |
| Tank cars | 3.75 |
| Barrels, c.l. | 4.50 |
| Barrels, l.c.l. | 4.85 |
| Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant | |
| Bags, c.l. | 9.72 |
| Bags, l.c.l. | 10.42 |
| Cutch, solid Borneo, 55% tannin, plus duty | .06% |
| Gambier Extract, 25% tannin, bbls. | .09% .12 |

CHOOSING SIDES

ELK
CHROMALINE
SMOOTH SIDES
DOUBLE SHOULDERS
LINING SIDES



W. MILENDER & SONS

107 SOUTH STREET, BOSTON 11, MASS.
EXCLUSIVE SALES REPRESENTATIVE: MILO TANNING CORP., SOUTH PARIS, MAINE

YOU get the BEST
when you rely upon **BARBOUR** for
your complete Welting requirements

BARBOUR Stormwelt IN A WIDE RANGE OF DESIGNS

... Notched • Scored • Reverse • Pre-stitched Reverse
Rugged-Edge • Stout-Edge • Diamond • Doubledeck
Custom Doubledeck • Dresswelt

★ GOODYEAR WELTING in all colors and Snowflake
★ WELTINGS FOR EVERY WELT PROCESS
Silhouwelt • Littleway • McKay • Gridlox
Stitchdown • Beadwelt • Notched Beadwelt
World's Largest Manufacturers of Welting

BARBOUR WELTING COMPANY

Brockton 66, Mass.



If it's a Heller Sole
It's a HELLER-VA Value

SAMUEL HELLER LEATHER COMPANY

535 Albany Street Boston 18, Mass.

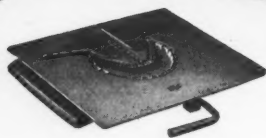


- **Guaranteed Ankle comfort**
- **Firm Side Wall**
- **One piece — Not Laminated**
- **Hugs the wood**
- **Trim Top Line**
- **Flexible-Resilient**
- **Non-Squeak**
- **Solid Seat**

... and assures you the ultimate quality
plus beautiful footwear

VAN HORNE-KAESTNER LEATHER CO.
1911 SOUTH ALLIS ST., MILWAUKEE 7, WISC.

CUTTING, PERFORATING, MARKING DIES



MANUFACTURERS
Cutting, Perforating, Marking Dies.
Also Machine Knives.

DISTRIBUTORS
Fales Clicking Machines and Seelye
Beam Die Presses.



ALSO
Knox celebrated Ribbon Type Stitch
Marking Machines.

Write, Wire or Phone

Associate
NEW ERA DIE CO.
Red Lion, Pa.

INDEPENDENT DIE & SUPPLY CO.
LaSalle near Jefferson
ST. LOUIS 4, MISSOURI
Phone: GRand 2143



**LYNN
INNERSOLES
PLATFORMS
WEDGIES**

LYNN INNERSOLE CO. ALLSTON, MASS.

| | |
|---|--------|
| Hemlock extract, 25% tannin, tk. cars, f.o.b. wks. | .0525 |
| Bbls., c.l. | .05% |
| Oak bark extract, 25% tannin, lb. | .05% |
| bbls. 6½-6¾, tks. | .06¼ |
| Quebracho extract | |
| Solid, ord., basis 63% tannin, c.l. plus duty | 8-5/16 |
| Solid, clar., basis 64% tannin, c.l. | .09 |
| Liquid, basis 35% tannin, bbls. | .08 |
| Ground extract | .16½ |
| Wattle bark, extract, solid (plus duty) | .078 |
| Powdered super apruce, bags, c.l. | .05¼ |
| Prunella extract, tks., f.o.b. wks. | .01¾ |
| Powdered valonia extract, 63% tannin | .09½ |

Tanners' Oils

| | |
|---|----------|
| Cod oil, Nfd., drums | 1.10 |
| Castor oil No. 1 C.P. drs. l.c.l. | .28 |
| Sulphonated castor oil, 75% | .26 |
| Cod, sulphonated, pure 25% moisture | .14 |
| Cod, sulphonated, 25% added mineral | .13 |
| Cod, sulphonated, 50% added mineral | .12 |
| Linseed oil tks., c.l. zone 1 | .152 |
| drums, l.c.l. | .174 |
| Neatsfoot, 20° C.T. | .36 |
| Neatsfoot, 30° C.T. | .34 |
| Neatsfoot, 40° C.T. | .27 |
| Neatsfoot, prime drums, C.L. | .23½ |
| L.C.L. | .23½ |
| Neatsfoot, sulphonated, 75% | .23½ |
| Olive, denatured, drs. gal. | \$2.30 |
| Waterless Moellon | .16 |
| Artificial Moellon, 25% moisture | .13 |
| Chamois Moellon | .11½-.12 |
| Common Degras | .10-.12 |
| Neutral Degras | .22-.23 |
| Sulphonated Tallow, 75% | .15½ |
| Sulphonated Tallow, 50% | .11 |
| Sponging compound | .12½ |
| Split oil | .11-.12 |
| Sulphonated sperm, 25% water | .19 |
| Petroleum Oils, 200 seconds visc. tks., f.o.b. | .13¾ |
| Petroleum Oils, 150 seconds visc. tks., f.o.b. | .14 |
| Petroleum Oils, 100 seconds visc. tks., f.o.b. | .13 |

*Quotations withdrawn

Welting Moves

Some fairly large purchases made this week. Regular Goodyear welting of ½ by ⅛ inches brought 11¼c in some large sales, slightly more in smaller sales. Those who sold large yardage now want 12c. As one maker said: "Now that we've sold out at less than replacement, we get brave and demand a cent less than we should have been getting all along."

Specialty welting going strong, featured in more lines than ever before. Synthetic welting gets steady call from makers of cheaper welts and stitchdowns. Plastic welting continues to get good white business, with better call on pre-stitched types for sport and work shoes. Prices stronger.

— o —

RUBBER HEELS AWARDED

The Army has announced the awarding of contracts for seven items of Bid Invitation No. QM-30-280-51-520, calling for various types of rubber heels.

Item 1—O'Sullivan Rubber Corp., Winchester, Va., at .1075

Item 2—B. F. Goodrich Co., Akron, O., at 12c.

Item 3—O'Sullivan Rubber Corp., at .1575

Item 4—B. F. Goodrich at .184

Items 5, 6, and 7—Panther Panco Rubber Co., Inc., Chelsea, Mass., at 21c

HIDE TRADING SLOWS AS TANNERS BALK AT HIGH PRICES

**Market Expected To Pick Up If Situation Steadies
But Packers Remain Bullish**

Considerable uncertainty evident in both buying and selling quarters early this week due to changing war developments and world market conditions. Lower bids from tanners and steady prices asked by packers in opening negotiations kept trading at a minimum. Demand for calfskins was sufficient to maintain lately established prices, sales being made in both Chicago and New York markets.

Recent diminishing of demand for hides caused by (1) Increased tanner resistance to current high price level. (2) Retail shoe sales reported unsatisfactory. (3) Leather trade spotty; some movement of upper but sole business comparatively quiet. (4) Packers more willing to sell hides at going prices and (5) caution in buying and selling quarters due to increased fears of controls.

Argentine hides seem well sold up. As a result, England has been buying in Uruguay in order to bolster supplies, paying up to 39c and shade better fob. Montevideo for Nacional heavy standard steers. Late reports state hide shortages are developing in Sweden, Denmark and South Africa.

In the U. S., supply may be in delicate balance with demand unless

a heavier kill increases production of raw stock and a moderate volume of imports is maintained. Demand, of course, will be governed by both civilian and military requirements. How great the demand will be remains to be seen.

Packer Hides Slow

Midwestern big packer hide trading has failed to materialize. Large sellers are refusing bids at 1/2 to 1c lower compared with last sales prices. One-half cent lower bids coming from several tanners on light-average weight River light cows, light branded steers and light average heavy cows. The 1c lower bids are on branded cows and heavy branded steers. Just before press time one of the "Big Four" packers had removed all heavy branded steers from his list, with the assumption that they were booked. Another "Big Four" understood to have done the same.

A number of factors have generally attributed to lack of trading in big packer hides. Big packers have taken on a "bullish" attitude which reflects mounting seriousness of the Korean situation. It is indicated steady money would be accepted, but not lower money. The meeting in Wash-

ington regarding the Leather Advisory Committee also a factor that demanded attention of trade. Wide future prices have practically gained all their losses which were sustained at close of last week, when prices dropped sharply 152 to 191 points. Larger tanning interests have not indicated



Time-Tested
FORMULAS

"LET LINCO PRODUCTS
HELP YOU MAKE BETTER
LEATHERS AT LOWER COST"

**L.
H.
LINCOLN
and
SON
INC.**

**COUDERSPORT
PENNSYLVANIA**

BATES
•
LEATHER FILLERS
•
SOLE LEATHER
FINISHES
•
SPONGING AND
WASHING COMPOUNDS
•
TANNERS' SUGAR
AND LIME
•
COLLOIDAL CLAYS
•
CHEMICALS

QUOTATIONS

| | Present | Week Ago | Month Ago | Year Ago |
|-------------------------------|---------------|---------------|------------|------------|
| Native steers | 33 1/2-37 1/2 | 33 1/2-37 1/2 | 31 -34 1/4 | 24 -25 |
| Ex. light native steers | 40 | 40 | 38 | 29 1/2 |
| Light native cows | 37 -38 | 37 -38 | 35 -36 | 25 -26 |
| Heavy native cows | 34 1/2-35 | 34 1/2-35 | 32 -32 1/2 | 24 -24 1/2 |
| Native bulls | 24 -24 1/2 | 24 -24 1/2 | 22 | 18 -18 1/4 |
| Heavy Texas steers | 31 -31 1/2 | 31 -31 1/2 | 29 | 22 |
| Light Texas steers | 35 1/2 | 35 1/2 | 32N | 23 |
| Ex. light Texas steers | 38 1/2 | 38 1/2N | 35N | 26 1/2 |
| Butt branded steers | 31 -31 1/2 | 31 -31 1/2 | 29 | 22 |
| Colorado steers | 30 1/2 | 30 1/2 | 28 1/2 | 21 1/2 |
| Branded cows | 34 -34 1/2 | 34 -34 1/2 | 32 -32 1/2 | 24 |
| Branded bulls | 23 -23 1/2 | 23 -23 1/2 | 21 | 17 -17 1/4 |
| Packer calfskins | 77 1/2-82 1/2 | 77 1/2-82 1/2 | 75 -80 | 55 -67 1/2 |
| Chicago city calfskins | 59 -61 | 58 -60 | 58 -60 | 40 |
| Packer kipskins | 60 | 55 -60 | 55 -60 | 40 -45 |

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

| | Close Nov. 30 | Close Nov. 24 | High For Week | Low For Week | Net Change |
|-----------------|------------------|------------------|------------------|-----------------|---------------|
| December | 28.75B | 28.15T | 29.75 | 28.55 | + 60 |
| March | 28.35T | 27.95T | 29.35 | 28.15 | + 40 |
| June | 29.95B | 27.65T | 29.00 | 28.30 | +230 |
| September | | | | | |
| January | 27.90B | 27.50B | 28.80 | 28.17 | + 40 |
| April | 27.65B | 27.25B | 28.50 | 27.59 | + 45 |
| July | 27.35B | 27.05B | 28.30 | 27.52 | + 30 |
| October | 27.15N | 26.90B | 27.80 | 27.80 | + 25 |

Total Sales: 280 lots

- SPRUCE EXTRACT
- POWDERED SUPER SPRUCE
- LACTANX

ROBESON
PROCESS COMPANY

GENERAL OFFICES
500 Fifth Avenue
New York 16, N. Y.

OPERATING PLANT AT
Erie, Pa.



**ONE POUND...
OR A CARLOAD**

ALBUMENS

**ALWAYS UNIFORM...
... ALWAYS DEPENDABLE**

Always the same high quality.
Specify Gartenberg's Albumen, approved
and used by America's outstanding leather
chemists, it meets the needs of tanners and
finishers completely, and at lower costs.


LARGEST MANUFACTURERS OF TECHNICAL EGG PRODUCTS

H. GARTENBERG & CO., Inc.

412-16 W. PERSHING RD.
CHICAGO 9, ILL.
Cable Address: Gartegg

QUALITY SINCE 1887

You can depend on



ATLAS


Guaranteed

OILS

Since 1887, ATLAS has served the tanning industry with oils of proven quality and uniformity.

Each ATLAS product is made to definite specifications and is handled from its crude form to insure the ATLAS Standard of Quality.

Neatsfoot Oils
Sulphonated Cod Oils
Sulphonated Neatsfoot Oils
Split Oils
Moellons
and many
Specialty Products



ATLAS

REFINERY, Inc.

142 LOCKWOOD ST., NEWARK, N. J.

➔ Come to ATLAS with your production problems.

Why Buy Imperfect Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN 1 THOUSANDTH OF AN INCH ON BOTH SIDES, AT PRICES NO HIGHER THAN IMPERFECT PLATES.

STANDARD EMBOSSING PLATE MFG. Co.

Since 1888, Manufacturers of
SOLID STEEL ENGRAVED PLATES
ELECTROTYPE EMBOSSING PLATES
SMOOTH PLATES
ALL SUPPLIES FOR BUILDING BEDS

129-131 PULASKI STREET

NEWARK 5, N. J.

their intentions in the market, whether they will enter market at lower ideas, steady ideas, or enter at all.

Calfskins Steady

One of the "Big Four" packers in the Midwest sold 11,000 Aug.-Sept.-Oct. production calfskins at prices in line with previous sales. Trading involved Northern take-off at 77½¢ for heavy weights and 82½¢ for light weights. Riverpoint production sold at 75¢ for heavies and 80¢ for lights, all prices on Chicago basis.

Outside calfskin prices worked up to slightly higher levels, sales difficult to confirm. Small packer untrimmed allweights quoted 66 to 68¢, with scattered sales reported. City untrimmed allweights quoted at 59 to 61¢, while country untrimmed allweight calfskins quoted 43 to 45¢.

In the East, slightly higher prices noted in packer and collector markets. Packer calfskins, New York trim basis, 3/4 lbs., quoted at \$4.90, 4/5's at \$5.60, 5/7's at \$6.60, 7/9's at \$7.50 and 9/12's at \$9.60. Large collector 3/4's quoted at \$4.15, 4/5's at \$4.75, 5/7's at \$5.75, 7/9's at \$6.75 and 9/12's at \$8.75.

Big packer regular slunks last sold at \$3.70 each, with sellers now talking up to \$4.00. Large hairless quoted \$1.10, based on last sales.

Kipskins Up

No new trading in big packer kipskin markets, nothing offered since last business about two weeks ago. Last sales in big packer kipskins brought 60¢ for Northern and River natives, while overweights sold at 55¢. Southern production sold at 57½¢ for native, 52½¢ for overweights. Brands figured the usual 2½¢ less. The small packer kipskin market quiet and unchanged at 48 to 50¢, and country untrimmed kip at 38 to 40¢.

The New York kipskin market, both big packer and collector, slightly higher. On a New York trimmed basis, big packer 12 to 17 lbs. quoted \$10.85, 17's and up at \$13. Collector 12/17's quoted at \$9.75 and 17's and up quoted at \$10.50.

Small Packer Hides Quiet

Slight easing in small packer offering prices, but still out of reach of what little demand is around. Tanners continuing attitude of "wait-and-see," with little trading.

Based on good quality Midwestern small packer hides averaging around 48/50 lbs., in carload lots, FOB shipping points, best bids are at 32¢ selected for allweight native steers and cows, with lowest offerings at 33¢ selected, a price spread of 1¢.

Lower bids and higher asking prices for the same average weight lots, with

some price spreads existing as much as 2 to 2½c per lb.

Large tanning interests withdrawn for several weeks. Market awaiting developments in big packer hides; until such time small packer hide prices treated as strictly nominal. Small packer bulls quotable at 20c selected as bid, and 21c selected being asked.

Country Hides Quiet

A car of good quality country hides averaging 48/50 lbs., FOB shipping points, is selling occasionally at 28c flat trimmed for 1's and 2's. Such are very few and far between, and offering must meet every tanner requirement. Otherwise, bids range much lower on this same weight basis, sellers ask all the way up to 30c flat, completely ignored by tanners.

As in other hide markets, more volume business in country hides is held back due to uncertainty and inactivity in big packer hide market.

Sheep Pelts Steady

Several cars of "Big Four" packer Fall clips and shearlings sold at prices considered steady with last sales. Fall clips sold at \$4.60, No. 1 shearlings at \$4.00, No. 2's at \$2.50 and 3's at \$1.80. Big packer pickled skins are in demand at \$17.00 per dozen, with sellers asking 50c to \$1.00 more.

In the outside markets, the sale of Interior packers' lamb pelts, held early in the month, indefinite as to prices obtained. Talk that pelts brought up to \$6.25 to \$6.50 per cwt., liveweight basis, a sharp advance over previous month's sale. However, these prices cannot be verified. Outside small packer No. 1 shearlings selling occasionally at \$3.75, price also uncon-

Horsehides Slow

Trading slow to develop. Factors holding back trading in the big packer beef hide market partially responsible for holding up trading in horsehide market. Real cause probably the fault of buyers and sellers being unable to get together on price. A spread of about \$1.00 currently exists between bids and offerings.

Tanners quote around \$12.25 to \$12.50 for good quality 65/70 lb. trimmed Northern horsehides, and about \$1.10 more on untrimmed lots. Offerings, however, are about \$1.00 above these bids.

Front market extremely slow, tanners quoting around \$8.00 to \$8.25, and perhaps up to \$8.50 on better quality lots. Butts, basis 22 inches and up, quoted by tanners at \$4 to \$4.25, depending upon quality.

Dry Sheepskins Spotty

Although the buyers have bought relatively small quantities of skins in Fulton County it was encouraging to the trade that the threatened strike in Fulton County glove factories was averted. Main complaint of operators is that asking prices too high compared to leather and glove prices. Shippers at origin show no inclination to reduce levels and advances have been asked of late.

Wool sheep markets strong and at the last Sydney, Australia, auctions, 40,000 skins offered with 58's and up, irregular; lambs and hoggets, three to

five pence; bare to one inch, one to two pence; all others, two to four pence dearer. Reports from the Argentine that due to high levels asked and paid by Europe, no offers being made here. Some pullers complaining they are not receiving skins contracted for at lower levels.

A slowing up in demand for Argentine shearlings. Selling quarters state a series of circumstances responsible for mouton tanners withdrawing from market. In-between seasons, and the domestic market has eased, whereby buyers found it more advantageous to operate in domestic market rather than at high levels asked for foreign shear-



700-YEAR-OLD QUEBRACHO TREE
NEAR PUERTO CASADO

TANIMEX CORPORATION

Exclusive

NORTH AMERICAN REPRESENTATIVES

OF

"SASTRE"

"CARLOS CASADO"

"TANEXTRA"

"REX"

"GUARANI"

Premium

QUEBRACHO EXTRACTS

FROM PARAGUAY

39 BROADWAY

NEW YORK 6

NEW YORK

ings. Manufacturers picking up bargains and dealers willing to speculate on the market operating.

Relatively few sales in hair sheep due to high levels asked by shippers at origin. Interest in Brazil cabrettas at a price but as shippers talk \$17.50 for regulars, business negligible. Buyers might pay \$16.50 and \$17, depending upon sections and shippers. Last sales of Addis-abbaba slaughterers, 200 lbs., at \$12.20 but that now asked for 175/180-lb. skins. No offers of Cape gloves, Mocha blackheads or Nigerians as agents state their shippers report being able to obtain much higher levels from Europe. Shade dried Mombasas, 130/135-lbs., said to be selling to Europe at \$7 c&f.

Selling quarters receiving relatively few offers of Papra slats as Europe is buying up to \$9 for 900-lbs.

Reptiles Quiet

Offerings limited and prices advancing. No late reports on Madras bark tanned whips, cobras or vipers but some wet slated ramgodies, 10 inches up, averaging 14 inches, available at 13-14c, alum tanned water snakes at 15c with a report that some business was consummated at 13c and Calcutta oval grain lizards, 40/40/20, 90/10 selection, at 35c. Interest in alligators and crocodiles, but either offers not being received or else at

prices buyers claim they cannot meet. Europe operating at very high levels. Same true of pythons with Europe paying extremely high levels. Recent sales Bengal back cut lizards, 10 inches up, averaging 11 inches combined with 11 inches up, averaging 12 inches, at 72c. Some 10-inch up, averaging 12 inches, sold at 75c.

Deerskins Firm

Firm tone to the market with offers small. While late sales New Zealand deerskins at around \$1.20 per lb., latest advices that shippers have been talking much higher due to advances paid on last tenders. Brazil "jacks" are about unchanged with small sales passing at 75-77c fob., basis importers.

Pigskins Advance

Primary markets advancing on European buying. Not many offers received. Some trading in Peruvian peccaries at \$2.85 for greys and \$2.70 for blacks, basis manufacturers. Various prices heard on Manao peccaries. Some reports that Europe has paid up to \$3.30 and shippers have views of \$2.80-2.90 fob., basis importers, others indicated offers at less without being able to interest buyers, whose last confirmed sales were at \$2.65 fob., basis importers for greys. Some blacks alone sold at \$2.60, basis manufacturers with \$2.70 now asked. Chaco carpinchos held up to \$3.10 fob., basis

importers while last confirmed sales were at that figure, landed, basis mfrs. Wet salted capivaras salable \$2.50, possibly \$2.60 but Europe paid 24 shillings.

FOUR FIRMS BID ON VENTILATED INSOLES

There were four bidders at the opening of Army Invitation No. QM-30-280-51-641, calling for 7,000 pairs of ventilating insoles to be used for experimental purposes by the U. S. Marine Corps. Low bidder was Beacon Products, Inc., Boston, Mass., which offered to supply the entire quantity at .697. The bidders and quantities follow:

Schur-Fit Manufacturing Co., Inc., N.Y.C., bid on entire quantity at \$1.09; 30 days' acceptance, 2% in ten days

Dale Engineering Co., N. Y. C., bid on entire quantity at \$1.37; 30 days' acceptance, 2% in ten days, 1% in 20 days.

Foot-Aid Laboratories, Inc., Brooklyn, N. Y., bid on entire quantity at 96 1/2c; 60 days' acceptance, 1% in ten days, 1/2% in 20 days.

Beacon Products, Inc., Boston, Mass., bid on entire quantity at .697; 60 days' acceptance, net.

DERMABATE COMPOUNDS LIQUID EXTRACTS

HEMLOCK • OAK • MANGROVE
STAINLESS SUMAC • ORDINARY SUMAC
QUEBRACHO • RAPID TAN "G"
SPECIAL DIPPING EXTRACTS

LEATHER
YESTERDAY, TODAY
ALWAYS

AMERICAN EXTRACT CO.

Manufacturers of the Largest Variety of Vegetable Tanning Extracts

ESTABLISHED 1887

PORT ALLEGANY, PA.

REPRESENTATIVES:

McArthur Chemical Co., Ltd., 20 St. Paul St., West, Montreal;
73 King St., West, Toronto
Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.1
Getz Bros. & Company, San Francisco, Calif.; New York City

REACH the *Right People!*

... those who are most likely to need what you have to sell.

• You can do it—very easily too!—with a one inch single column "Want Ad"—for \$2.50 a week—certainly not an obstacle to keep you from utilizing this valuable resource! ... in the magazine voted first choice by shoe and leather manufacturers through nation-wide polls.

• Use L&S "Want Ads" to attract the attention of practically all those you want to reach. It's the easiest and most effective way.

• Mail your "Want Ad" in — now — to:

LEATHER and SHOES
300 W. Adams St.
CHICAGO 6, ILL.

LEATHER SPECIFICATIONS

(Concluded from Page 10)

to see that the specification is adequate and reasonable. I hope you will take full advantage of it. Perhaps you are not selling your particular product to the government just at that time, but you may want to some day, or you may want to supply leather to manufacturers who are making other products for the government. So ask these questions: Is it strong enough to maintain the accepted good-quality level of the industry? Is it going to exclude poor merchandise and protect you against low grade commodities? On the other hand, is it perhaps too strong? Are the standards so high that it would limit competition to only a small fraction of the producers? We want to avoid those things, and you do too. Are the laboratory tests reasonable or can you make them in your laboratories or can you get them run outside readily?

The committee then revises this draft in the light of your comments and tries to represent a consensus of the industry's opinion. The revised draft then goes to the government department for comments. Usually their suggestions are only editorial or having to do with packaging requirements or such collateral details. If any major changes are suggested, it then goes back to the industry.

Industries Consulted

Finally, when we think we have substantial agreement all around, the specification is promulgated for use by all federal agencies. The departmental specification may go through somewhat similar, but less formal processes. The Quartermaster, I understand, makes a practice of consulting with industries on the specification in the same way the Federal Specifications Bureau does. It makes use of its own or other government laboratory or technological assistance. Most of these specifications are periodically revised and brought up to date. This gives you another opportunity to bring about desired changes when you think a correction or improvement is needed. If you do think so, please bring that to the attention of Mr. Wallace. You will get full consideration.

Now, these specifications, as you see, will serve very important functions in government procurement operations. Without them it would be difficult for the government to assure itself of economical and serviceable material, so as taxpayers it is

to your interests to help government get good specifications. Without them, it would be impossible to maintain any sort of orderly competition

on a uniform basis for government purchase orders, so as contractors in the competitive system, it is to your interest to have good specifications.

Campello Shanks

MAKE GOOD SHOES BETTER



SOLD WHEREVER BETTER SHOES ARE MADE

CAMPELLO 69, MASSACHUSETTS

Brazilian Leathers

Ask

Schlossinger & Cia. Ltda.

Caixa Postal 917

Sao Paulo, Brazil



WRINGER

Also prepares chrome tanned sides and whole hides for the skiving and splitting machine.

Quirin Leather Press Co.
Olean, New York

THE only successful press that prepares Sole Leather for drum tanning, extracting and oiling.

NEWS QUICKS

About people and happenings coast to coast

Tennessee

• Application has been made by the **Crawford Shoe Co.** to build a shoe factory in Memphis to manufacture a patented baby shoe which "folds up like a handkerchief." **William A. Crawford**, head of Crawford-Scott Shoe Co., makers of infants' shoes, of the same city, announced that the new firm will be headed by his daughter, Miss Nancy Crawford, while he will serve only in an advisory capacity.

• **Paul J. Cornell** is now general manager of the Cookeville plant of **Atlas Boot Mfg. Co.**, replacing Harry Vise. Cornell was formerly associated with **International Shoe Co.** in the capacity of general manager for 15 years. He is a graduate of St. Louis University.

Texas

• Work has begun on the new plant of the **Ranger Boot & Shoe Mfg. Co.**, just outside of Terrell. The initial construction will cost \$110,000, with 22,000 square feet of floor space, will be completed around Jan. 1. This building will house storage, billing and shipping departments. Further construction planned will embody 60,000 square feet of floor space to include the entire Ranger operation.

• The **Romp-Eez Shoe Co.**, makers of children's shoes, has set up the **Greenville Baby Shoe Factory, Inc.**, Greenville, to make its line. Production of 1,000 pairs daily will be reached shortly, according to E. Barton, manager of the plant.

New Jersey

• The **Newark Tanning Co.**, 56 Searing St., Newark, is a newly organized firm to tan and finish skivers on contract for the novelty and handbag trade. Officers are Paul Feller, Peter Stravinskis and Anthony Stravinskis.

New Hampshire

• **Herman L. Shaw** has been made vice-president in charge of sales at the **Royce Shoe Co.**, Claremont. He will handle the firm's recently established branded lines of high-styled flats and casuals sold to department stores to retail at \$5.95 and \$6.95.

• **Joseph I. McCarthy** has been named sales manager of **Sundial Shoe Co.**, Manchester, succeeding Joseph L. Young, who has resigned. McCarthy was formerly associated with W. L. Douglas for 15 years as sales manager for the firm's retail stores division.

• **James U. Edwards** has been appointed advertising manager at **Sundial Shoe Co.** He was formerly assistant to the advertising manager. He has been with the company since 1946.

Georgia

• The plant of the **Blue Ridge Hide and Fur Co.**, Savannah, was destroyed by a flash fire that touched off a series of naphtha tank explosions. The loss was partly covered by insurance. Owner is Deppish Kirkland, Jr.

Washington, D. C.

• **William E. Thornton**, president of the **United Shoe Workers of America**, CIO, has been appointed as a member of the national executive board of the CIO, which encompasses all affiliates. As a member of the national board, Thornton will now have a voice in forming over-all CIO policies.

• Production of **hide glue** in September fell to 5,158,502 pounds from the August output of 5,421,732 pounds, according to the Census Bureau. At the end of September there were 8,268,215 pounds of hide glue in stocks, as compared with 9,134,269 at the end of August.

Pennsylvania

• **Lamont Footwear, Inc.**, Altoona manufacturers of women's shoes, has sold its assets to a new corporation operating as **Blairmont Footwear, Inc.**, for sufficient funds to pay unsecured creditors 25 percent of their claims. Liabilities amount to \$150,000, assets \$114,855. The creditors rejected an earlier settlement offer of 15 percent cash and five percent in notes over six months. Sole stockholder is Daniel Lamont. The business was started in April, 1949.

• **Rex Shoe Corp.**, Exeter, has settled with union officials for a six-cent hourly wage increase, thus ending the five-week strike of the 117

employees. The union had previously rejected this offer. The company had refused to negotiate on other terms, also implying that it might move its plant to another locality.

Wisconsin

• **Arthur W. Bush**, a founder of the **Nunn-Bush Shoe Co.**, Milwaukee, left an estate of approximately \$250,000. Bush died Nov. 13 at the age of 78. He had retired from business four years ago. The bulk of his estate, consisting largely of 8,000 shares of Nunn-Bush stock and 1,000 shares of **International Shoe Co.**, will be held in trust, the income to be shared by his widow and daughter. Three nephews each received 450 shares of of Nunn-Bush stock.

California

• The **Solnit Shoe Co.**, Los Angeles, has obtained control via sale of the **Buckingham Hecht Shoe Co.**, of the same city. The latter firm was established in 1857.

• The **West Coast Shoe Travelers Associates** have changed the date of the Spring shoe show from November to January 17, scheduled for Los Angeles at the Alexandria Hotel.

Minnesota

• The **Red Wing Shoe Co.**, Red Wing, has started construction work on a new one-story warehouse, 60 x 100 feet. This is the first unit of a projected building program for new structures to be located adjacent to the firm's present buildings. The firm makes work and hunting boots.

Missouri

• **William L. Holzhausen**, formerly vice-president of **SanLoo, Inc.**, St. Louis makers of women's footwear, has received, as president of the Police Commissioners of St. Louis, the city's 1950 award for outstanding civic service to the community. He is police board head.

• **David P. Wohl**, St. Louis shoe manufacturer and philanthropist, was honored at dedication ceremonies for the two new Wohl Health Centers in St. Louis. The Wohl Foundation donated \$500,000 to the two centers, which was also supplemented by a \$350,000 federal grant. The new health centers will be open within a month.

Kentucky

• **General Shoe Corp.** has completed arrangements and plans to build a \$250,000 shoe plant at Danville.

Illinois

• The National Hide Assn. has arranged to hold its Spring meeting June 11-12, at the Muehlebach Hotel, Kansas City, Mo. On Feb. 13 a California regional meeting of the Association will be held in San Francisco at the Palace Hotel.

• George Boekhoff has become a member of the sales staff of Cudahy Packing Co.'s hide department.

Massachusetts

• Edward L. Rosen, prominent women's shoe designer, is now connected with the Parkhill Shoe Co., Fitchburg, makers of women's high-styled Californias.

• The Nationwide Shoe Co., Hingham, has been organized to manufacture footwear. Mario I. Barbadora is president-treasurer.

• The Sterling Shoe Co., Lynn, has changed its name to Sterling Paper Products Co., Inc., and has moved to 185 Essex St., Swampscott. The firm will manufacture paper products and corrugated boxes.

• Production workers at Avon Sole Co., Avon, have been granted a six-cent hourly wage increase based on cost-of-living rise. This becomes effective Dec. 18. In six months another six cents will be given. The present increase now provides a minimum rate for women of 95 cents hourly, and \$1.05 for men.

• The Jerry Shoe Mfg. Co., Boston, makers of women's shoes, has made an assignment for benefit of creditors. Assignees have ordered an appraisal made of assets, plus an auditing of books.

• The Ayers Shoe Corp., ordered dissolved by the Massachusetts Supreme Court a year ago, was ordered revived by the State Corporations Commissioner at the request of J. Robert Ayers, treasurer. The firm was originally organized on Dec. 31, 1945.

• The Puritan Tannery, Salem, has reported a \$30,000 increase in capitalization. Company president is William L. Templer. The increase came through creation of 300 shares of common stock at \$100 per share. The increased stock was approved by a majority of the stockholders.

• The Regal Shoe Co., Whitman, has launched "Regal-Air," new men's brand name. The shoes, directed to young men, will retail at \$9.95. Promotional emphasis will be given to the Cush-N-Foam soles on these shoes.

NOW!

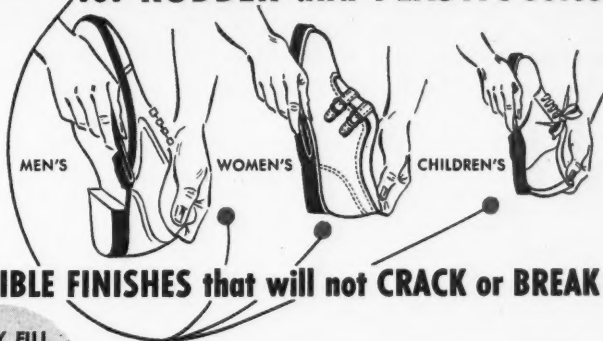
**NEW
DRY-BRITE
EDGE
FINISHES**

HABU-GLO

SERIES 6000

by **HADLEY'S**

for **RUBBER and PLASTIC soles**



FLEXIBLE FINISHES that will not CRACK or BREAK

**THEY FILL
A LONG-FELT
NEED IN THE
SHOE
INDUSTRY**

- Will not crack or flake off.
- Afford a bright, attractive glow.
- They apply easily (by machine or hand) ... Always Dry Bright ... No Buffing Necessary.
- In All Colors to Meet YOUR Requirements.

THERE ARE NO EDGE FINISHES TO MATCH HABU-GLO 6000 SERIES EFFICIENCY

**SAMPLE
FURNISHED
UPON REQUEST**
Just indicate
whether for
machine or
hand appli-
cation

SINCE 1919

HADLEY BROS.-UHL CO.

514 CALVARY AVENUE • ST. LOUIS 15, MO.

In Wisconsin
G. M. WILLIAMS

In Tennessee
E. B. WEST

Ohio-Pennsylvania
HARRY D. WARD

sole leather

KISTLER LEATHER CO.

Boston

Tanners of Quality

SMOOTH AND ELK SIDE LEATHER

•
•
•
VEGETABLE
For Linings, Bag, Case, and Strap

•
•
•
INDIAN TANNED LEATHER
For Fine Casuals and Sport Shoes

•
•
•
Contract Tanning

WISCONSIN
Leather Company
1830 S. THIRD ST., MILWAUKEE 4, WIS.


**GENUINE KANGAROO
SUEDE KID**



**BLACK GLAZED KID
KID LININGS**



SURPASS LEATHER COMPANY
9th and Westmoreland Sts., Philadelphia 40, Pa.



Little Man Says:

Sales curves climb and climb when George Limon handles your contract tanning because Limon gets the best out of splits and sheep. In tanning, Limon's tops. Call him today.

GEO. LIMON TANNING CO., INC.
Foster St., Peabody, Mass.
Telephone: Peabody 2602

• **D. Armstrong & Co.**, makers of Walk-Over shoes, is moving its Rochester, N. Y., operations to Brockton.

• **Haymaker Shoe Corp.**, New York City, has commenced production in Haverhill.

• Brockton played host last week to the visiting delegates of the British shoe team, here under ECA sponsorship to study U. S. methods. Among the Brockton factories visited were Knapp Bros., Geo. E. Keith Co., and Chas. A. Eaton Co.

• **Compo Shoe Machinery Corp.**, Boston, reports that earnings for 1950 are running ahead of 1949, due largely to the broadening of its chemical business into new lines. Earnings for 1950 are expected to exceed the \$1.20 reported for 1949.

New York

• **Wear Best Footwear, Inc.**, Brooklyn, is reported to have offered 30 percent cash settlement to claims.

• **Harmony Shoe Corp.**, Brooklyn, is to pay 100 percent of claims in deferred payments over a two-year period, as agreed by a creditors' committee.

• **Sigfried Cohen**, formerly with G. Levor and Tan Art Co., has retired after 50 years of activity. He served in the capacities of secretary, director and sales manager.

• **Robert V. Norton**, New York City investment banker, has been elected a director of Endicott-Johnson Corp., succeeding Henry S. Bowers.

• **Harry Esland**, New York City shoe producer and designer, has filed petition for bankruptcy. Liabilities are listed at \$15,366; no assets.

• **Miles Shoes, Inc.**, New York City shoe chain, has filed to offer 77,400 shares of common stock. The shares do not represent new financing by the company, but a proposed sale of the holdings of Murray M. Rosenberg, president; Samuel H. Rosenberg, vice-president; and a trust for which they are trustees.

• **A & T Leather Finish Co., Inc.**, New York City, has filed papers for incorporation. Capital stock is listed at 200 shares of no par value. Directors are Abraham Turow, Moses Nelson and Max Tirschwell.

• Officials of **Endicott - Johnson Corp.**, Binghamton, are making a check of the company's profit condition with a view to presenting a share of the profits to employees.

WINSLOW

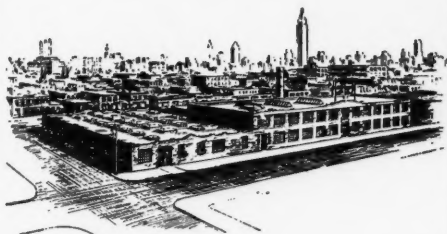


KIDDIE CHROME FULL CHROME TANNED LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. • NEW YORK, 12 SPRUCE ST. • CHICAGO, 173 NO. FRANKLIN ST.

Quality  Endures



A Backing Problem? Just Dial EVERgreen 9-5445

When you want the best in uniform quality . . . when you need fast and dependable service . . . always specify Peters' Old Line "STICTUIT" and be sure . . . its Quality Endures.

PETERS BROS. RUBBER CO., INC.
LAZAR BACKING COMPANY, DIV.

COATERS COMBINERS

Norman Ave. & Dobbin St.-Brooklyn 22, N.Y.

WITH THE CUMULATIVE KNOW-HOW OF 4 GENERATIONS... SINCE 1879

Artisan Controlled LEATHERS

WATERPROOF *Upper Leathers*

The quality of leather is determined by the skill of the artisan who controls the production. Since the turn of the century, Manasse-Block has built a force of artisan workmen who produce leathers of uniform quality.

GRIZZLY WATERPROOF SIDES
(Full Grain)

BADGER WATERPROOF SIDES
(Corrected Grain)

Two superior "Artisan Controlled" Upper Leathers for Logger's, Engineer's, and Hunter's Boots, and Work Shoes. Use them with confidence for uniform high quality; they will satisfy your requirements.

REPRESENTED BY:

L. B. Rhein Co.
St. Louis

Wm. I. Johnson
Company
Boston

Donald O. Elliott
Milwaukee

John G. Mahler
Dallas

S. D. Allen
San Francisco

MANASSE-BLOCK
TANNING COMPANY

BERKELEY BERKLETAN CALIFORNIA

LEATHERS
by *Greenebaum*
NORMIL®

For dress wear our Normil is considered outstanding. A smooth, sleek leather of full chrome tannage, it has a calf-like finish and rich appearance. Made in both black and colors.

J. GREENEBAUM TANNING COMPANY
CHICAGO MILWAUKEE BOSTON

• **Redi-Cut Reptile Co.**, 95 Gold St., New York, is a newly established leather firm.

• **Charles F. Johnson, Jr.**, president and general manager of Endicott-Johnson Corp., Endicott, recently received the American Legion's Distinguished Service Medal for his contribution to veteran rehabilitation and employment of handicapped persons.

• **Receiver for Artan Mfg., Inc.**, New York manufacturer and wholesaler of novelties, has been appointed under bond of \$1,000, it is reported.

• **Gustinettes Inc.**, New York women's shoe manufacturer, will move shortly to 28 Starr Ave. in Long Island.

Deaths

Miles C. Cochrane

... shoe foreman, died recently at Manchester, N. H., Hospital after a short illness. A native of North Wayne, Me., he had lived in Manchester for a number of years and served as a foreman at the International Shoe Co. plant there. He was a Mason. Survivors include his wife, Belle; and a daughter, Doris H.

James J. Canning

... 85, shoe manufacturer, died Nov. 20, at his home in Framingham, Mass. He had been a partner in Canning Bros. Shoe Co. in that city for more than 40 years. He was a native of Ireland and had lived in Framingham since he was 20. He was a member of the K. of C. and AOH. He is survived by five sons, two daughters, a brother, two sisters and fourteen grandchildren.

Louis A. Mayle

... 74, tool and die manufacturer, died recently at his home in Fremont, Ohio. He was founder of the Fremont Tool and Die Co. in 1910 and was active in its operation until his retirement four years ago. He held several different patents for several types of glove dies and also made dies for leather, paper and felt manufacturers. During World War II, the Army and Navy "E" earned by his firm was the only one presented to a cutting die firm in the nation. Civically, he was a member of the K. of C., Moose, Elks, and other organizations. He is survived by his wife, Minnie; four sons, three daughters, a sister, two brothers and thirty-one grandchildren.

Ernest Day

... leather broker, died Nov. 21, at his home, 17 Hillcrest Road, Marblehead, Mass. He carried on his business in Boston and was a lifelong resident of Marblehead. Day attended Phillips Andover Academy, where he was prominent in sports, and graduated from Northeastern University Law School, Boston. He leaves his wife, Avis, and a nephew, William H. Day, traffic manager of the Boston Chamber of Commerce.

Aaron Freyberg

... 76, shoe supplier, died on Thanksgiving in Brooklyn, N. Y. He was one of the organizers of Acme Backing Corp. in 1913 and one of the founders of Freyberg Bros.-Strauss, Inc. Under his management the Acme concern prospered and attained an eminent position in the backing service field. He retired from active direction 14 years ago to become chairman of the board. He was a prominent Mason and a member of the Metropolis City Club. He is survived by three sons and five grandchildren.

(Other Deaths Page 46)

DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St.
ST. LOUIS—Geo. J. Bucher, 1802 Locust St.
MILWAUKEE—H. I. Stewart, 918 North 4th St.
ENGLAND—Davis Canadian Leathers Ltd.,
3 Granby St., Leicester

AGENTS

NEW YORK AREA
R. A. Brea
2 Park Avenue

DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.
CALIFORNIA—A. J. & J. R. Cook Co.
LOS ANGELES—1220 Maple Ave.
SAN FRANCISCO—237 Eighth St.

TANNERY—DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA



FIRST QUALITY

Many manufacturers who carefully guard their built-up prestige insure the superior quality of their products by using THIELE LEATHERS, because they have entire confidence in Thiele's set policy of uniformly-high standard quality through every phase of Tanning.

• SPORTING GOODS and GLOVE LEATHERS •
GARMENT • HORSE • COW BELLIES • DEERSKINS • SPLITS
Also Contract Work

127 N. 27th St., Milwaukee 8, Wis.

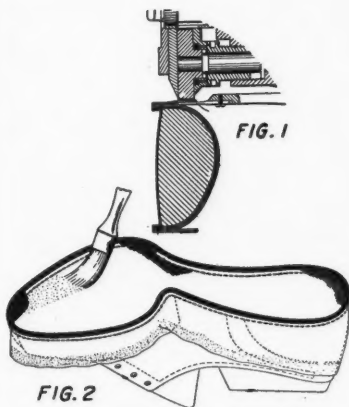
THIELE TANNING COMPANY

NEW DEVELOPMENTS

(Continued from Page 18)

WRAPPER CEMENTING

Doing two things at once embodies this process of making Californias. A wrapper cementing machine, Figure 1, accurately places the naphtha type of cement to guard against possible subsequent wrapper turning danger of being "hung up" onto the platform feather. For example, an unevenness of the spread of cement or too wide a spread can so interfere with wrapper lasting as to injure the shoe.



Note particularly that this cementing of the wrapper is done before it is turned, the later easily accom-

plished owing to the added stiffness lent by the cement coating.

While this cement is setting, there is no need to wait till the completion of the set; rather the use of a hand brush, Figure 2, may serve almost simultaneously to cement-coat the sock lining. This is done easily because the wrapper has not yet been turned up.

The success of doing these two operations at one time depends on the care and skill of the machine operator in keeping the machine not only clean but in careful adjustment, avoiding splurges and heavy outpouring of naphtha type of cement.

Source: Pat. No. 2,425,906; United Shoe Machinery Corp., Boston.

UNIT SHOE ASSEMBLER

This is a process of applying a platform binding to Goodyear Welts, Stitchdowns, and McKays, all at one time in the combination of platform, wrapper, binding, outsole, welting (Stitchdowns and decorative strips, also protecting binding), including the possibilities of pre-edge trimming and edge-setting.

Figure 2 starts off with a Goodyear in which the table is fitted with an upper ear that penetrates, a bit in advance of the needle, to keep open the area between sole and platform in order that the binding may be placed before the descending of the presserfoot clamps down in readiness for the stitching of this combination through and through.

There are various ways of doing Goodyears, controlled largely by the use of and the number of ears that envelop the parts to be bound, and that also separate for a time, as illustrated in Figure 1, only one ear in this case.

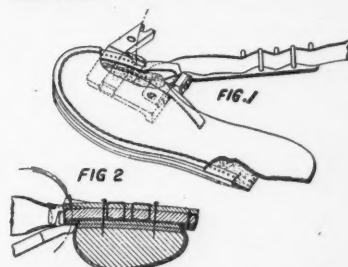


Figure 1 is a clear view of the technics in attaching the binding to a detached bottom assembly of platform, binding, and outsole. But as this heavy combination is a bit rugged to expect cement alone to hold it to a shoe bottom, another version of this assembly permits of a McKay channel that may be turned up to receive the through-and-through stitch of either a McKay or Littleway type of stitch, after which the channel is cemented and laid flat.

Another variety of this is to attach a decorative welt on the top side that serves not only to decorate but functions as a kind of stay, so that the binding in process of wear will withstand greater scuffing without giving way.

This process is successful in the

Now the ~~INSIDE~~ story of all good shoes
OUTSIDE
cambilene

A premium aniline leather by the makers of Cambium and Geilich Linings.

GEILICH LEATHER CO., TAUNTON, MASS.



CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

AMALGAMATED LEATHER CO'S, INC.
WILMINGTON 99, DELAWARE

WELT BUTTING

A Hidden Detail That Means Better Shoes



Automatic pounding and anchorage of the entire breastline area of the shoe is available to manufacturers of Goodyear Welt shoes with the Goodyear Welt Butting and Tacking Machine — Model B.

Another advance resulting from United's continuous program of machine development, this machine has already been widely accepted by manufacturers as an efficient production unit contributing to better shoe-

making and improved appearance in the finished shoe.

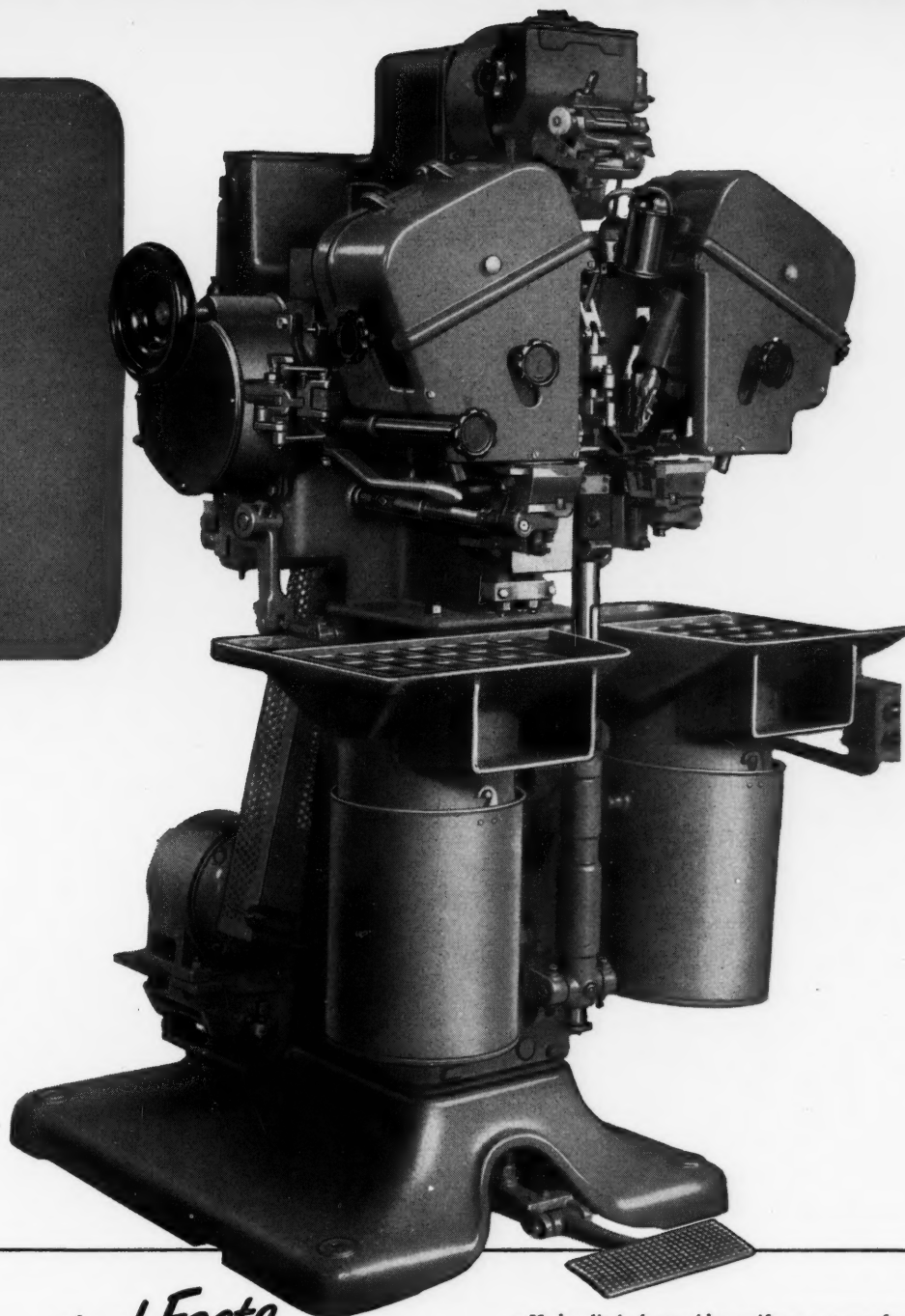
It cuts a bevel on the welt, smooths the inseam in the breastline area, compresses the material of the upper to the desired location and drives a tack at each welt end to hold the compressed area. Easily made adjustments for each of these functions give the machine great use and versatility.

The Goodyear Welt Butting and Tacking Machine — Model B has been ruggedly built and carefully designed to offer the utmost in operating efficiency. For complete details, call the nearest United branch office.

SPECIFIC BENEFITS: As the breastline area is compressed laterally, the pounding action helps to reduce any high spots. The breastline area is smoothed, the welt line maintained and superior bottom filling, leveling and heeling result. The two tacks driven while area is compressed can be placed where desired by simple adjustment. The possibility of cutting outsole stitches is reduced at edge trimming, heel trimming and jointing.

United Shoe Machinery Corporation

BOSTON, MASSACHUSETTS



Practical Facts

- Proved tack mechanism—the most efficient for sure anchorage.
- Back gauge for determining proper distance from butt to heel end operates automatically as a stop when anvils hit last welting stitch. Manual setting for butt location optional.

- Hydraulic jack provides uniform support for pounding with any size or style of last.
- Lateral compression and location of butts can be controlled accurately.
- Automatic lubrication of cam shaft and associated parts.
- All adjustments handy to operator, easy to understand and use. Knives remove easily—knife holder provided for grinding.
- Built-in illumination is focused on the work area.

making of Stitchdowns, accomplished merely by changing the design of or adding another ear, as shown in Figure 2.

It is in the manufacture of Little-ways types of shoes that this process

excels. A complete bottom assembly of platform, outsole, decorative welt on the side next the shoe bottom, pre-trimmed outsole, all inked and edge-set. And the attaching to the flat-lasted shoe bottom introduces a quality shoe.



Your Rx for greater Profits Alligator Grain

For Men's, Women's and Children's Shoes more and more designers are prescribing alligator grain leathers for the entire shoe and for vamps, backs and trim, too.

Follow their lead with Mr. Cobbleright's superior alligator grain. Available Now for immediate delivery. Your shoes will look so genuine . . . but sell for dollars less.

GET READY NOW with a more profitable regular and supplementary line. Tie in with Mr. Cobbleright's wanted colors in alligator grain.

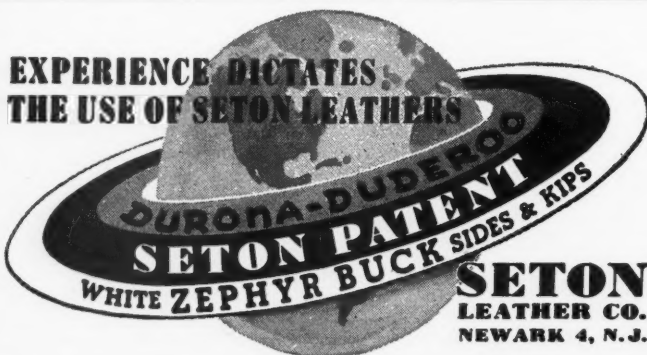
Swatches and prices gladly supplied on request.

N. BREZNER & CO., Inc.

145 SOUTH STREET, BOSTON 11, MASS. TANNERY: BREZNER TANNING CORP., PENACOOK, N. H.

REPRESENTED BY St. Louis, Mo., H. B. Avery Co. • New York, N. Y., Homer Bear
Los Angeles, Cal., Russ White Co. • Montreal, Canada, D. Chouinard
Rochester, N. Y., John E. Graham

EXPERIENCE DICTATES: THE USE OF SETON LEATHERS



**SETON
LEATHER CO.
NEWARK 4, N. J.**



★ **Eagle**
FULL GRAIN
ELK SIDES

★ **Ottawa**
CORRECTED GRAIN
ELK SIDES

★ **Mexican**
PRINTS

★ **Tuftoe**
TIPPING

Flexible Splits

SALES OFFICES IN PRINCIPAL CITIES

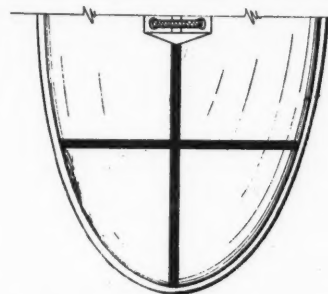
EAGLE-OTTAWA LEATHER COMPANY, GRAND HAVEN, MICH.

These fittings may be used only on ORL's. To use these fittings on the older types of Goodyear Outsole Curved Needle Stitchers will create difficulty unless the machine has been changed with more than fittings.

Source: Pat. No. 2,505,158; United Shoe Machinery Corp., Boston.

GOLF PUTTING SHOE

Here is a three-toned shoe designed to improve the golfer's putting shots. Assuming that his stance is neither bow-legged nor knock-kneed, this recent development in the design of the toe cap of a golfer's shoe is intended to correct alignment of his left toe with the ball, when addressing the latter preparatory to putting.



This putt-producing toe is suggested in three designs, any one of which the designer says will help the golfer in the manner intended. Whether different tones of leather, or a good, accurate and geometric overlay with paint, are used, it is suggested that the toe be of a color different from the rest of the shoe, and the crossed lines in a third color, for contrast.

Source: Pat. No. 2,503,586; E. M. Miller, Denver, Colo.

— END —



CLASSIFIED ADVERTISING

Wanted and For Sale

Something New

STEADY SUPPLY—samples and prices on request—Foam type sponge rubber sheets for cushion innersoles and heel pads. Thickness 1/8, 3/16, and 1/4 inch. In sheets 40 x 40. Oak color.

THE GARFEL CORP.,
70 Frankfort St., New York, N. Y.

Wool Drier

WANTED: One wool drier with capacity 500 pounds of wool per hour (dry weight).

Address M-1,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Contract Work Wanted

WE ARE NOW in a position to take on contract work for the tanning and finishing of skivers. Specializing in leathers for the novelty and handbag trade.

NEWARK TANNING CO.,
56 Searing St.,
Newark, N. J.

Suifko Tool & Die Co.

MFRS. glove tanning equipment. Glove dies—sporting goods dies—shoe dies—clicker dies—envelope and adjustable dies. Also repair and sharpening dies. Finest accurate dies made in U.S.A.

4053-4055 Carroll Ave.,
Chicago 24, Ill.

Situations Wanted

Salesman

EXPERIENCED SALESMAN calling on shoe manufacturers in Pennsylvania, Maryland, and Virginia wants line of upper leather and sheepskin. Address L-3, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Help Wanted

Production Engineer Wanted

EXPERIENCED in quality control production planning, cost control and methods, by progressive, long established Ohio factory making leather and kindred products.

Career open for trained aggressive man, age 25 to 40 years. State Salary thinking. Address L-8, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Wanted

in Boston Leather concern.

EXPERIENCED

SECRETARY-STENOGRAPHER

Salary \$40

Write Box X-4, c/o L&S
10 High St., Boston, Mass.

Representative

A MAN WHO knows something about shoe-making by the Cement Process . . . one who perhaps knows many of the executive personnel of New England Shoe Factories, can make a profitable connection with an established, responsible manufacturer offering Cementing Equipment on a basis that appeals to shoe factory executives. Write us fully of your experience. Lamac Process Co., Erie, Penna.

PODOMETRICS-A NEW SHOE BOOK

About it one manufacturer says, "A terrific impact on the industry's traditional thinking about lasts, shoes and feet." A truly scientific study that strikes at the roots of dozens of common and costly shoe problems. One hundred original illustrations. Price \$2.50. Rumpf Publishing Co., 300 W. Adams St., Chicago 6, Ill.

STERN
A GOOD CAN NAME
SINCE 1901



5-GALLON SQUARE CAN

STERN CAN COMPANY, INC.
183 ORLEANS STREET • EAST BOSTON 28, MASS.



BLACK & COLORS

TENERIA "EL POPO" S. DE R.L.

P.O.B. - 7674.

MEXICO, D.F. ~ MEXICO.

Investigate

"CONTROLLED STITCHING"

Perfect work at higher speed and lower cost. Good stitchers become better; poor stitchers become good. Results absolutely guaranteed.

AJAX MACHINE COMPANY

170 Summer Street
Boston 10, Mass.
Tel. Liberty 2-8684

Coming Events

Dec. 4-6, 1950—Factory Management Conference, sponsored by National Shoe Manufacturers Assn. Hotel New Yorker, New York City.

Jan. 8-12, 1951—Warm Weather Opening, Guild of Better Shoe Mfgs., Member Firms' Own Showrooms, New York.

Jan. 13, 1951—7th Annual Banquet of New England Shoe Foremen and Superintendents' Association, Inc., Hotel Statler, Boston.

Jan. 13-17, 1951—37th annual MASRA Convention and Mid-Atlantic Shoe Show. Sponsored jointly by Middle Atlantic Shoe Travelers Assn. and Middle Atlantic Retailers Assn. The Benjamin Franklin, Philadelphia.

Jan. 17, 1951—Spring Shoe Show, West Coast Travelers' Associates, Alexandria Hotel and Haas Building, Los Angeles.

Jan. 20, 1951—Annual Banquet of New York Shoe Superintendents' and Foremen's Association, Hotel Granada.

March 6-7, 1951—Fall Leather Show. Sponsored by Tanners' Council of America, Inc. The Waldorf-Astoria, New York City.

March 4-7, 1951—Semi-Annual Allied Shoe Products and Style Exhibit for Fall. Hotel Belmont-Plaza, New York.

April 15-18, 1951—Fifth Annual Fall Shoe Show, sponsored by St. Louis Shoe Manufacturers Association. Hotel Statler and other leading St. Louis hotels.

April 21-25, 1951—Southeastern Shoe Travelers' Show, Biltmore Hotel, Atlanta.

April 30-May 2, 1951—Spring Meeting, Tanners' Council of America, Inc. Castle Harbour Hotel, Bermuda.

June 11-14, 1951—1951 annual meeting of American Leather Chemists Association. Hotel Griswold, Groton, Conn.

Oct. 29-Nov. 1, 1951—National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Deaths

Jacob L. Marx

... 91, shoe and leather wholesaler, died recently at the Barium Hotel, Detroit, Mich. He had retired from Marx & Son Wholesale Shoe and Leather Co. four years ago. He was the eldest active member of Temple Beth El. He is survived by three sons, Hubert K., Donald A. and Marcellus L.

William Scheiffele

... 90, shoe manufacturer, died recently in Bethesda Hospital, Cincinnati, Ohio. He was owner and founder of the former Scheiffele Shoe Co. and treasurer of the Oak Co. in Cincinnati, operating his own firm for more than 30 years. In 1923 he merged his firm with the United States Shoe Corp., and in 1925 he retired. For the past 45 years he has served as treasurer of the Oak Co.

John E. Hornett

... 56, buckskin tanner, died unexpectedly at his home in Gloversville, N. Y., on Nov. 22, from a heart attack. A native and lifelong resident of Gloversville, he was president of the Hornett Buckskin Co. of that city. He was active in church affairs and a member of the K. of C. and the Eccentric Club. He was a veteran of World War I and an ardent sports enthusiast. Survivors include his wife, Helen; mother, Mrs. Louise Hornett; one brother, four sisters and several nieces and nephews.

Leonard M. Goodman

... hide and skin dealer, died recently at his home in Louisville, Ky. He was a partner in the well-known firm of S. Goodman & Sons, Louisville, and had a large number of friends in the trade.

(Other Deaths Page 40)

Advertisers Index

| | |
|-----------------------------------|-------------------|
| ABC Backing Corp. | 2 |
| Ajax Machine Co. | 45 |
| Amalgamated Leather Cos., Inc. | 41 |
| American Extract Co. | 34 |
| Armour Leather Co. | 27 |
| Armstrong Cork Co. | 11 |
| Atlas Refinery, Inc. | 32 |
| Barbour Welting Co. | 29 |
| Boston Machine Works Co. | 13 |
| Brezner, N., & Co., Inc. | 44 |
| Campello Shank Co. | 35 |
| Carr Leather Co. | 26 |
| Compo Shoe Mch. Corp. | 23 |
| Crompton-Richmond Co., Inc. | 13 |
| Davis Leather, Inc. | 40 |
| Dewey & Almy Chemical Co. | Front Cover |
| Eagle-Ottawa Leather Co. | 44 |
| Gartenberg, H., & Co., Inc. | 32 |
| Geilich Leather Co. | 41 |
| Greenebaum, J., Tanning Co. | 39 |
| Hadley-Bros.-Uhl Co. | 37 |
| Heller, Samuel, Leather Co. | 29 |
| Hoves Leather Co. | 14 |
| Independent Die & Supply Co. | 30 |
| Kistler Leather Co. | 37 |
| Korn Leather Co. | 28 |
| Laub's, Geo., Sons | 27 |
| Limon, Geo., Tanning Co., Inc. | 38 |
| Lincoln, L. H., & Son, Inc. | 31 |
| Lynn Innersole Co. | 30 and Back Cover |
| Manasse-Block Tanning Co. | 39 |
| McAdoo & Allen Welting Co. | 28 |
| Milender, W., & Sons | 29 |
| Peters Bros. Rubber Co., Inc. | 39 |
| Quirin Lea. Press Co. | 35 |
| Randall, The, Co. | 7 |
| Rees', Hans, Sons | 28 |
| Robeson Process Co. | 31 |
| Ross, A. H., & Sons Co. | 26 |
| Rotary Machine Co., Inc. | 46 |
| Schlossinger & Cia, Ltd. | 35 |
| Seton Leather Co. | 44 |
| Standard Embossing Plate Mfg. Co. | 32 |
| Stern Can Co., Inc. | 45 |
| Surpass Leather Co. | 38 |
| Swoboda, H., & Sons, Inc. | 46 |
| Tanimex Corp. | 33 |
| Teneria "El Popo" | 45 |
| Thiele Tanning Co. | 40 |
| United Shoe Machinery Corp. | 3, 42 and 43 |
| United States Leather Co. | 47 |
| Van Horne-Kaestner Lea. Co. | 30 |
| Winslow Bros. & Smith Co. | 39 |
| Wisconsin Leather Co. | 38 |

A COMPLETE BINDING SERVICE

"The Rotary Way" combines the use of "Rotary" full and semi-coated French Cord Binding with the "Rotary" French Cord Turning machine. Our exclusive coatings, when used with our equipment are guaranteed not to clog machines.

Rotary MACHINE CO., INC., LYNN, MASS.
1408 LOCUST ST. ST. LOUIS, MO.

THE
Rotary
WAY

H. SWOBODA & SON, Inc.
1027 N. Bodine St. Phila., Pa.
Base Ball and Whip Leather Mfrs.

SWOTAN

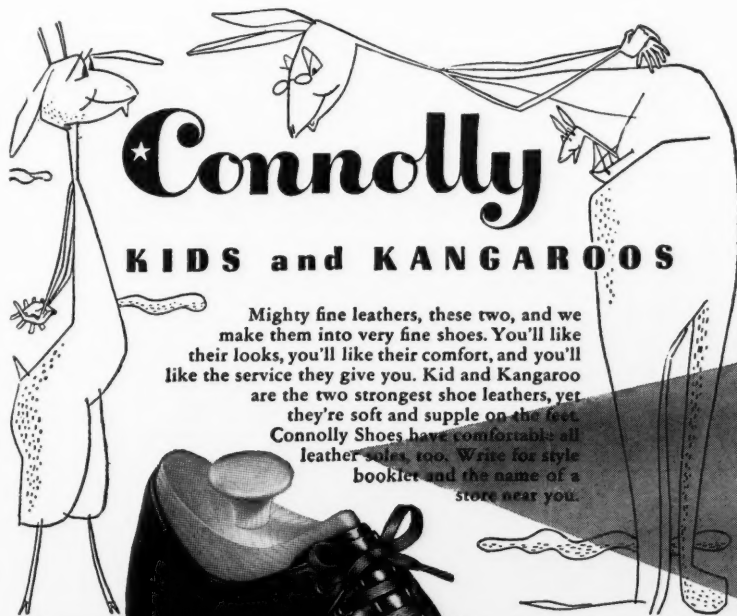
GARMENT HORSE
WORK GLOVE HORSE
(Grain and Splits)

SPORTING GOODS LEATHER
RETAN SOLE LEATHER
SPECIALTIES

Leather Soles for Sales Appeal!

The consumer knows leather . . . has observed its excellent appearance, has enjoyed its foot-ventilating qualities and flexible comfort . . .

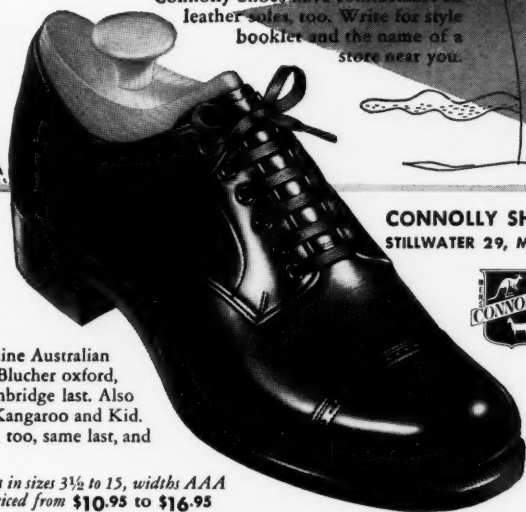
The consumer is "sold" on leather!



KIDS and KANGAROOS

Mighty fine leathers, these two, and we make them into very fine shoes. You'll like their looks, you'll like their comfort, and you'll like the service they give you. Kid and Kangaroo are the two strongest shoe leathers, yet they're soft and supple on the feet. Connolly Shoes have comfortable all leather soles, too. Write for style booklet and the name of a store near you.

"Connolly Shoes have comfortable all leather soles!"



CONNOLLY SHOE CO.
STILLWATER 29, MINNESOTA



Black genuine Australian Kangaroo Blucher oxford, #8600, Cambridge last. Also in brown Kangaroo and Kid. High shoe, too, same last, and leathers.

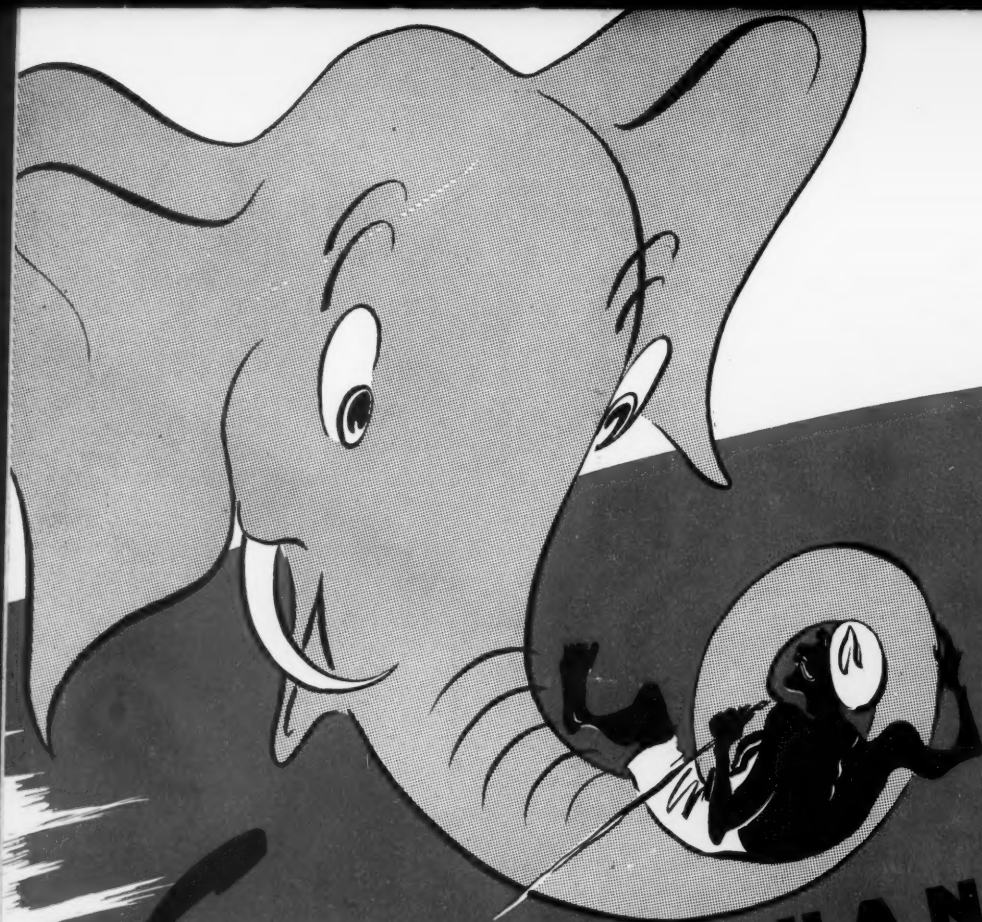
82 stock styles in sizes 3 1/2 to 15, widths AAA to EEEE, priced from \$10.95 to \$16.95

For sole leather of consistent quality . . . "U. S. LEATHER"



The
**UNITED STATES LEATHER
COMPANY**





Easy **TO HANDLE**

Shoemakers everywhere appreciate the "easy-to-handle" qualities of Lynn Innersole Company's large, diversified line of shoe products.

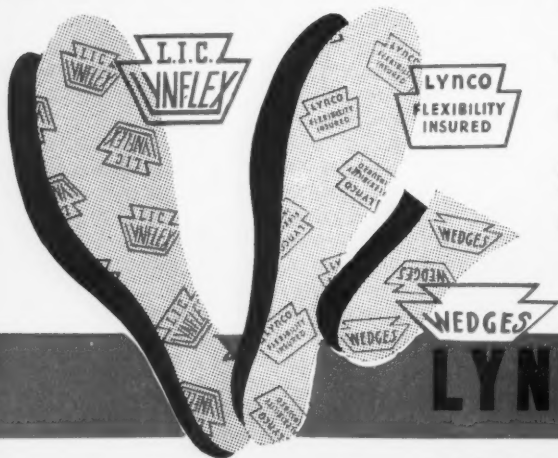
In the very best shoes, "LYNFLEX" innersoles give the utmost in comfort and flexibility.

For lower priced shoes, "LYNCO" innersoles mean great savings and uniform performance.

Our Innersole-Platform combinations are made to fit every construction regardless of style trend.

Non-breaking "WEDGIES" can be nailed, stitched or cemented. Made of resilient waterproof compressed fibres, "WEDGIES" mold to the last, improve the lines of the shoe, speed up production and appreciably lower costs.

Our first consideration: "What is best for the foot".



LYNN INNERSOLE CO.

119 BRAINTREE ST., ALLSTON, MASS.

REPRESENTATIVES: Los Angeles — Leo Laskey; St. Louis — Eli "Pete" Schwartz; New York — Arthur V. Epstein; Pennsylvania — Thor. Carfagno; New England — Elmer Claff, Frank Deastlov, Hy Feldman, Lou Ravich, Phil Seider.

andle”
rsified

ve the

great

to fit

ned or

fibres,

the shoe,

ot”.

0.

ASS.

V. Epstein
Phil Sneider